

CHEMIST & DRUGGIST

July 5 1980

Cancer
research
plans at
aston

New PSNI
resident

Profile of
French
connection

ISM change
of chairman

Xmas Gifts
SPECIAL
SUPPLEMENT

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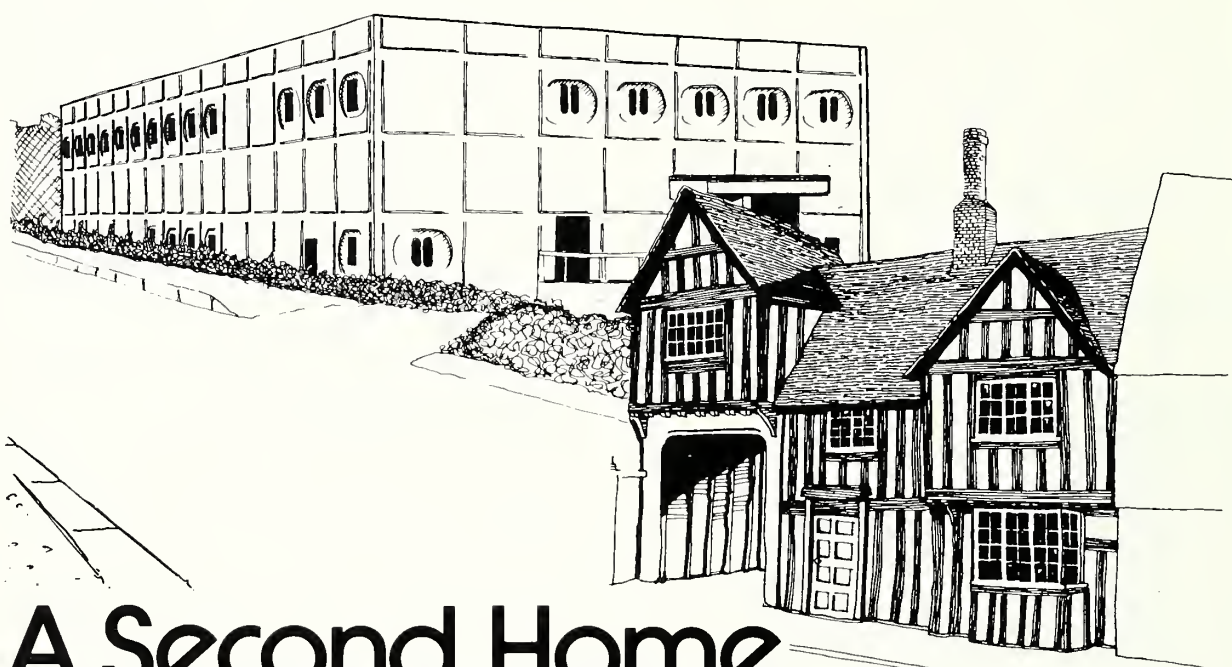
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CONTENTS

PSNC thanks negotiators	4
Justice has been achieved	
Commons reject Sunday trading	5
Bill again defeated	
Advertising in EEC	6
Directive 'low priority'	
Company profile:	18
A French connection	
Cancer research	23
Pharmacy school's £1¼m grant	
New president PSNI and CSM chairman	6
People	6
Topical reflections by Xrayser	9
Counterpoints	10
Prescription specialties	12
Letters	14
Points of law	17
PSNI Council	27
Westminster report	28
Business news	30
Market news; coming events	31
Classified advertisements	32

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COMMENT

Effect of CRCs

After all the research, political pressure, recriminations, publicity and expense that were lavished on the campaign to get analgesics into child-resistant containers, it appears that the target may have been misjudged.

Dr Neil Fraser, senior registrar at the Royal Hospital for Sick Children, Edinburgh, has reviewed (*British Medical Journal*, June 28) accidental poisoning deaths in British children between 1958 and 1977, finding that tricyclic antidepressants have replaced the salicylates as the most frequent cause of child overdose—27 fatal cases against six for salicylates in the period 1973-77, and now accounting for one-third to half the deaths. Since safety packs were introduced only at the end of this period, the salicylate decline having been evident over the whole 20 years, the author is led to comment: "It would thus have been more appropriate to introduce safety packaging of these drugs [tricyclics] first, as was done in Australia."

However, it has been previously reported that CRCs have brought about a reduction in hospital admissions with aspirin poisoning, and Dr Fraser hopes that a fall in mortality would be seen were they to be introduced for "more important childhood poisons".

There was a substantial reduction in poisoning during the past five years reviewed—82 deaths against 127, 152 and 123 in the periods commencing from 1958—but joining tricyclics in moving against the trend were opiates and their analogues, the increase being entirely due to diphenoxylate (up to six cases in the latter period).

Pharmacists will wish to take note of the author's encouragement of the use of ipecacuanha as a life-saving emetic when fatal poisons with rapid onset of action are ingested. It should be available far more widely in the

community, he writes, adding that adequate advice about its administration is seldom given. "The dangers of salt and the ineffectiveness of mechanically-induced vomiting still need to be emphasised." Is anyone better placed than the pharmacist to give such advice?

In new livery

C&D comes to you this week in new packaging. It's not a relaunch—the ingredients are the same, the target consumer is unchanged, so is the platform, and we are not even claiming any extra value for money! However, we are in a constantly moving market and it is once again time to top up our "on-shelf appeal".

The designer's brief has included two specific points. First he aimed to improve reader concentration and ease of reading through use of clear typography and, second, he was asked to identify clearly areas of specific reader interest. We hope subscribers will feel he has achieved these objectives.

All sections of the issue now carry "labels" to help the reader locate items and subjects and there are one or two immediate changes to previous titles. In particular, "Company News" is now part of an expanded "Business News" section into which we plan to bring together reports that have hitherto fallen under a number of different headings. The former "Business Matters" column (this week on p17) is now more accurately titled "Points of Law", and other changes will reveal themselves during the coming weeks.

C&D, as a product, has remained "brand leader" for 120 years and has continued to meet the changing needs of its market through evolution rather than revolution. We intend to maintain that tradition, and trust that our customers will find the new presentation both helpful and attractive ■

PSNC thanks its negotiators and contractors

"Justice has been achieved." That was the conclusion of the Pharmaceutical Services Negotiating Committee when it considered the Department of Health's "package" offer on remuneration and a review panel (C&D June 14) last month.

The Committee recorded a vote of thanks to both the negotiating team and to pharmacist contractors for their support. The package agreed was in the following terms: —

(i) That the PSNC should negotiate directly with the Department of Health and refer disputes to a "Pharmacy Review Panel."

(ii) That the panel should have a membership of five consisting of accountant, lawyer, economist, industrial relations expert and retail businessman.

(iii) That the terms of reference of the panel should be: — "To advise the Secretary of State on any aspect of gross remuneration of chemist contractors providing Part II NHS pharmaceutical services and to act as a means of resolving disputes; either side to be able to refer a dispute to the panel."

(iv) That a technical subcommittee should be set up to consist of representatives of the PSNC and the DHSS and be chaired by a member of the panel, when necessary, to agree methods of acquiring or interpreting relevant data.

(v) That any dispute arising (from the technical subcommittee) should be referred to the panel.

1. The establishment of a Pharmacy Review Panel as an appeal body for the resolution of disputes between DHSS and PSNC with terms of reference as set out above.

2. The implementation of the Franks panel profit formula with effect from July 1, 1980.

3. That there should be no retrospec-

tion in discounting before the establishment of a discount inquiry in the autumn, the results of which to be applied only from October 1, 1980, which will re-assess the notional pricing arrangements.

4. Pending the results of the discount inquiry, the discount scale to be maintained at the present level of 1.54 per cent overall average in view of the present notional pricing and generally unstable wholesale market.

5. That a basic practice allowance be introduced, not related to prescription volume and set at approximately £2,000 pa with effect from July 1, 1980.

Notional prices

The Committee regretted that wholesalers had introduced notional prices without PSNC being given the

opportunity to comment upon the effect on contractors. It was agreed that a letter be sent to the Monopolies and Mergers Commission and the Office of Fair Trading, bringing the matter to their attention and asking for comments. It was also agreed that a letter be sent to ABPI, expressing the Committee's concern at the lowering of trade discounts.

The Committee agreed to send a representative, Mr B. Silverman, to a meeting to be held on June 26, between the Home Office working group and the professional bodies concerned on the security of Controlled Drugs kept on various premises and in transit.

The Committee was informed that the notional salary for proprietors for 1979 was confirmed as £8,565 per annum.

Sheffield study on domiciliary care

The Committee was informed of a survey being undertaken at Sheffield University into the long-term domiciliary care of patients on oxygen therapy. In view of the involvement of chemist contractors it was agreed that further information be sought from the University and from the DHSS.

The Committee received a letter from the DHSS regarding the recently set up London Health Planning Consortium: Primary Health Care Study Group, asking for general advice and guidance. It was agreed that the Committee's view on the function of the pharmacist in primary health care be set out, including the role as adviser to patient and prescriber, on the use of drugs.

The following are prescription statistics for February: —

	England		Wales	
	February 1980 £	February 1979 £	February 1980 £	February 1979 £
Prescriptions	25,072,543	24,925,987	1,964,853	1,919,428
Cost	67,556,588	56,416,798	5,274,943	4,356,652
Oxygen payments (inc in cost)	337,168	217,345	48,678	32,849
Average NIC	212.49p	177.04p	210.77p	177.06p
Average discount	(3.31p)	NIL	(3.28p)	NIL
Container allowance	2.80p	3.80p	2.80p	3.79p
Average fee	211.98p	180.84p	210.27p	180.85p
Average on-cost	32.04p	24.37p	31.92p	24.28p
	24.08p	20.15p	23.79p	20.13p
Average total cost	268.10p	225.33p		

Sunday trade Bill gets the thumbs down

A new attempt to reform Britain's Sunday trading laws has been rejected by the House of Commons. Leave to bring in the Bill was refused by 121 votes to 79.

It was led by Mr Clement Freud (Liberal) who unsuccessfully sought to introduce a Bill which would have included a provision to lift the existing restrictions on the range of goods which can be sold by chemists on Sundays. Chemists' shops, he explained, would not have to lock up the talcum powder and the razors while being allowed to sell razor blades and dispense prescriptions.

Mr Tom Torney (Labour), who is sponsored by the Union of Shop, Distributive and Allied Workers, warned that a change in the law would result in many shop workers being forced to work on Sundays against their wishes.

The Commons' rejection of the Bill has been applauded by USDAW itself, which believes that the move would have raised prices. Mr John Flood, deputy general secretary, says: "Quite apart from the impact of seven-day shopping on the social and family life of everyone engaged in retailing, we consider that such a move is inappropriate at the very time when consumer spending is declining.

"Extended shopping hours will not put any more cash into the housewife's purse, but will spread the operating costs of retailing over a longer and more expensive period without achieving an overall rise in sales. This extra cost can only be added on to prices."

Westminster City Council last week successfully obtained a High Court injunction against Whiteley's Department Store, preventing them from opening on Sunday. ■



"Are you sure that's all sir?"

Continuing growth of superstores

The latest "List of UK hypermarkets and superstores", published by the Unit for Retail Planning Information, shows Asda have 44 stores open and 14 planned and Tesco 28 stores open and 27 planned. These two retailers have by far the largest numbers of open or planned stores, followed by the Co-operative movement with 27 stores open and seven planned and Fine Fare with 21 stores open and six planned.

Overall the numbers of stores opened in 1979 fell from the peak 1978 level of 31 superstores and six hypermarket openings to 22 and two openings respectively. However there are a further 81 hypermarkets and superstores with planning permission.

Details are included on the List of store size, car parking, location, retail operator and opening date for the 211 superstores and 46 hypermarkets which were trading or had received planning permission up to March 1980. Profiles of each hypermarket and superstore retailer and of store representation in each region are also included.

Copies of the list are available (price £5.90 to URPI members and

publication subscribers, £10.00 to others) from The Unit for Retail Planning Information Ltd, 26 Queen Victoria Street, Reading, Berks RG1 1TG.

Boots have stores in over half the 227 sites of 100,000sq ft and over listed in the "Register of UK Managed Shopping Schemes", another URPI publication (£11.90 to members, £20 to others). ■

GPs best part of health service

Over one quarter (27.6 per cent) of patients questioned in a rural survey in the Plymouth area believe their GP is the most satisfactory part of the health service; 2.8 per cent favoured chemists and 9.2 per cent dentists.

When asked with which part of the health service they were least satisfied, 15.6 per cent said "nothing," 13.6 per cent said GPs, 8.4 per cent receptionists, and 3.6 per cent said "prescriptions too freely given."

Most of those replying (53.2 per cent) lived between one and five miles from their chemist and 56.8 per cent lived at this distance from the surgery; 18.4 per cent were under a mile from the chemist and 23.6 per cent less than a mile from the doctor. Nearly half used their own car to get there. Patients were most appreciative of the GPs who arranged to have prescription taken to the chemist so that they only needed to collect the medicines.

The survey, by Plymouth Community Health Council, was carried out this spring in 41 villages. ■



Mr B. M. Martin, MPS (second from left) was the £1,000 winner of Sangers' holiday promotion, "Summer sensations". He and his family are taking a fly/drive holiday in Canada. Also in the picture are (left to right) John Ramsay, commercial director, Sangers Pharmaceuticals, John Speller, general sales manager, and Chris King, Bournemouth branch manager.

Advertising Directive 'low priority' in EEC

The EEC Commission is unlikely to give high priority to the proposed EEC Pharmaceutical Advertising Directive, Mr Patrick Jenkin, Secretary for Social Services, announced last week.

"The draft was discussed at a recent meeting of the EEC Pharmaceutical Committee," he said, "and I understand that the Commission were advised in no uncertain terms that member countries did not take kindly to their proposal. The view in my Department is that it is now unlikely that it will be given a high priority by the Commission.

"This seems to me to be a welcome development. I have always had doubts about the relevance of the proposed Directive in the context of harmonisation and free movement of goods. I shared the view of those who believed that member states should be free to regulate their own affairs and settle their own codes of conduct in this area.

"So there is one area in which I think you can now stand down your tanks and unload your guns," he told a meeting of the Pharmaceutical Marketing Club. "On the other hand, you might be wise just to keep a man posted with a pair of binoculars to keep an occasional watch on this sector of the front."

Drug reporting

Mr Jenkin devoted most of his address to an attack on the media for "irresponsible reporting." Newspapers seemed too eager to publish articles that exaggerated the benefits of new "wonder drugs" before they had been tested—interferon was one example—or they were too ready to condemn well-established products as suddenly containing hidden dangers that were denied by eminent experts.

In the latter category, Debendox was a highly useful drug that "has virtually been destroyed", Mr Jenkin said. "Doctors who have no reason whatsoever to doubt its safety and efficacy know that even if they prescribe it now patients will simply refuse to take it."

"Of course there may be occasions when new and hitherto unknown side effects may become apparent. Certainly, we need to improve our post-marketing surveillance procedures so that these may be detected at the earliest opportunity. But to argue as some have recently done that every doubt, however hairbrained, should immediately result in the withdrawal of a proven,

efficacious and safe drug is anti-science, anti-medicine and anti-commonsense."

"If the public are to continue to get the needed medicines which their doctors feel it right to prescribe for them, it is desperately important that public confidence in the drug licensing system as a whole should not now be undermined." ■

Professor Goldberg chairman of CSM

Professor Abraham Goldberg has succeeded Professor Sir Eric Scowen as chairman of the Committee on Safety of Medicines. The appointment runs until December 31, 1983.

Professor Goldberg is a consultant physician, Stobhill Hospital, Glasgow, and has been Regius Professor of the Practice of Medicine, Glasgow University, since 1978. Sir Eric Scowen retired as chairman on June 30 after serving as a member of the CSM since 1970. ■

Advice on pricing Logynon ED scripts

The Department of Health and Social Security issued FPN 252 on May 23 which gave guidance to pharmacists on submitting Logynon and Trinordiol prescriptions for pricing. Logynon ED was introduced on June 20 and, with regard to prescription pricing arrangements, should be regarded as being included in the Drug Tariff 1980 edition at Part X1 paragraph 7, on page 145, in the list of drugs to be dispensed free of charge "under 50 microgrammes of oestrogen". This applies from July 7 and prescriptions dispensed before then should be submitted for pricing in accordance with advice given in FPN 252. ■



PEOPLE

Margaret Watson new president PSNI

Mrs Margaret J. Watson was unanimously elected president of the Northern Ireland Pharmaceutical Society for the year 1980-81 at the June Council meeting. The election is usually held in September but was early this year because of the official opening of the pharmacy building at the Queen's University of Belfast. The opening celebrations have been arranged for October and it was necessary to know who would be president then. ■

Mr Bernard Hardisty, FPS, has been co-opted to the Pharmaceutical Society's Council to fill the seat vacated by Mrs Jill Gilbert. He is director and general manager of Winpharm and registered in 1956. ■

Mr W. M. Darling, OBE, FPS, has been appointed the statutory pharmacist on the recently established Health Service Supply Council. ■

Mr Mike Orchel, MPS, was the only British pharmacist taking part in the Medical Olympic Games in Cannes, France, recently. He won the men's under 35 age group shot when he put a 12lb shot about 48½ft. He came second in the discus, third in the long jump, second in the athletics pentathlon (100 metres, shot, discus, high jump and long jump) and fourth in the modern pentathlon (50m swim, free pistol shooting, cycle race, long jump and 1,500 metres). A process development technologist with Reckitt & Colman, Mr Orchel is moving to Searle Laboratories, Morpeth. ■

Mr Orchel competing in the shot and 100 metres at the Medical Olympics, Cannes



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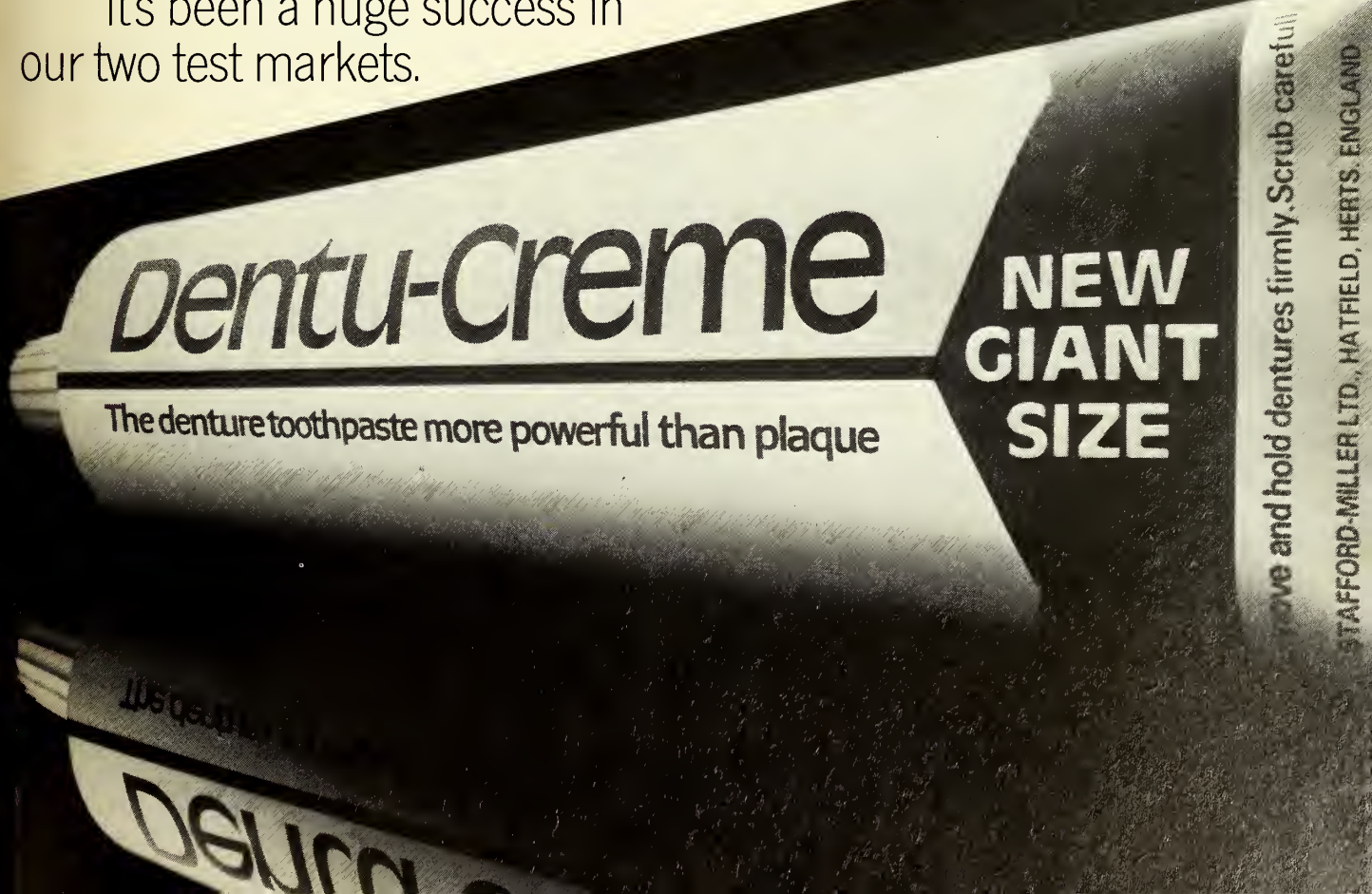
Better for your customers.

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And we'll also be making some very impressive introductory offers (14p flash packs to name just one). These offers are available only through your Stafford-Miller rep. He'll give you all the details.



Remove and hold dentures firmly. Scrub carefully.

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TOPICAL REFLECTIONS

By Xrayser

Sick pay

I see the NPA has accepted the Government proposal that employers should pay sick staff at least £30 per week for the first eight weeks of an illness. However, they raise the interesting point that it should not be obligatory to retain the services of staff unable to work for a minimum of eight weeks, where a small business would not be able to function without a replacement sooner than that. I only have one full-timer now, and simply could not cope without help for so long a period since I have delegated most of the shop buying to her, and while I have part-timers available, my experience is that you need someone full-time for the continuity of control.

In practice I have always made up the wages of capable staff when they were ill, because in the main our relationships were good and I was happy to help them. Just occasionally I have been caught—as by the assistant who got into the habit of having a few days off every month or so. I sorted that out by not paying after the first couple of times unless I had a valid certificate from the doctor, pointing out that I did it “for them”, to make certain they had proper attention and “got well quick!” Crafty, but necessary.

Cosmetic sales

I enjoyed Graham Walker's last article on how he built a fine cosmetic business, and thought his comments on specific firms revealing. He confirmed my own experiences, except in respect of Yardley whom I have found most helpful and whose products sell well now that I have adopted a “special offer” sales technique to help them move. I agree wholeheartedly with his criticism that Rimmell have too big a range and ought to thin it down a bit, particularly in their higher-priced products which are almost as dear as the mid-range competitors. No doubt they reckon they know what they are doing, but I can see the time when some of the cheaper range lipsticks and nail polishes at present being sold through the “swag” outlets will take courage and come direct to us.

Now that Vichy are offering decent margins I think too we should carry their products, and try hard to get

them established. The funny thing is that while I have just got them moving at last, the copies, like Evidence and Day-by-Day have stuck to my shelves very determinedly, making me wonder why I bought them, and who said there was a market for them.

But with the ever-continuing change in shopping patterns, where supermarkets are selling prepacked cosmetics as impulse and convenience products alongside household and toiletry items, we are going to have to work hard to retain cosmetics business. Boots seem to be doing well, apparently at the expense of the traditional departments stores. Probably it is because they have an image of being cheaper, which is what draws the customers in the first place, and then offering the goods in a way which seems more friendly, somehow less aloof than the high style (and price) outlets.

Presentation

Now if this assessment is correct, how much more valid is the justification for the increased sale of cosmetics through the supermarkets? Once more the old factors of price, site, and convenience show up uncompromisingly. I can't help feeling that our losses of sales are not entirely our own fault and that both we and the manufacturers should take a hard look at how they present their goods. We still get those monstrous great stands, jam-packed with items, tier-on-tier, where half the stock is hidden by the shelf above—and we have to root like pigs in a bog for that specific lipstick or mascara. And then the writing on the base of the product—so tiny, albeit tasteful, that at my age I can't read it without a magnifying glass. I hate it, and so do my staff and the customers, which means that we tend to avoid looking . . . and so do my staff . . . and the customers. . . . How to lose sales in one easy lesson!

If we want to generate mid-range cosmetic business then we have to get away from an archaic tradition and move into the world of card-packed, clearly labelled stock (undamageable until bought) on stands with testers. We have the sites and can offer the prices, all we want from the manufacturer is convenience ■



Miss Scott (Photo courtesy British Airways)

Miss Carol Scott, MPS, recently chosen as Miss British Airways 1980, was the subject of a feature in last week's *Sunday Telegraph* magazine. Miss Scott graduated in pharmacy from Manchester University in 1973 and undertook her preregistration year at St Mary's Hospital, Paddington.

According to the article, she was determined to travel before settling down and secured a job as cabin crew on British Airways long-haul flights. She expects to return to pharmacy at some time in the future however. As Miss British Airways she will spend the next year helping to promote the airline and “has already shown the BA flag at an ambassador's cocktail party in Khartoum, a backgammon contest in Munich and a five-a-side football match in Dorking”. In taking the title she won a car, a camera and a music centre ■

Mr C. M. Rees, general manager of Rudge Roberts of Shrewsbury, has retired after thirty-two years service with the company. He wishes to thank the many customers for their letters and good wishes, and the Shropshire & Montgomeryshire Branch of the Pharmaceutical Society for their hospitality. ■

NEWS IN BRIEF

■ Bookings for this year's British Pharmaceutical Conference in Newcastle are running level with those for last year's Conference in Exeter, at which there was a record attendance of over 1,500. The pre-Conference excursion to the Holy Island is now fully booked.

Photofun competition on Tudorcolor film

Tudor Photographic's £5,000 "Photofun competition" is currently running and offers purchasers of Tudorcolor film the chance to win a fortnight's holiday for two in America, a weekend for two in Paris and other runner-up prizes. The competition, in which entrants have to select the most apt caption for a series of pictures, runs until the end of September. There is no limit to the number of times a contestant can enter as long as each entry is accompanied by the end flaps from any two Tudorcolor film packs.

In addition, Tudor will be providing local press advertising.

Tudor are also offering the winning customer's dealer a weekend for two in Amsterdam. The trip includes flights direct from London, two nights in a top hotel, a free dinner at the "Five Flies" restaurant and £100 spending money.

Retailers are advised to stamp their entry forms with their dealer's number so they may be identified as the prize-winner's supplier. *Tudor Photographic Group, 30 Oxgate Lane, London ■*

Muesli for children from Sister Lauras

Sister Lauras are bringing out their own brand of muesli—intended for infants. Leslie Inglis, general manager, says: "This muesli is specially finely ground and ideal for children aged six months to four years."

Colour advertising begins in August in the following magazines: *Parents*, *Mother*, and *Mother and Baby*. The company intends launching three more infant foods within the next two to three months. *Distributor—Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG. ■*



Anti-dandruff shampoo launch

Seborin, an anti-dandruff shampoo has been launched by Schwarzkopf. The company claims that regular use of Seborin will prevent new dandruff forming giving the hair natural fullness and shine.

Containing piroctone olamine as

the antibacterial agent which is trademarked as Octopirox, Seborin (200ml, £1.29) is described as a thick, creamy shampoo, blue in colour with a clean fresh perfume and comes packaged in a white plastic bottle with blue, red and white carton.

A display dispenser to hold 15 trial size bottles (85ml, £0.35) is also available. *Schwarzkopf Ltd, Penn Road, Californian Trading Estate, Aylesbury, Bucks. ■*

Unichem 'holiday special' promotion

From July 9 to 31 Unichem are mounting a promotion featuring ten "holiday special" products. Members placing orders for these will receive a window bill and price cards linked to

the promotion.

The products are: Band-aid washproof and clear Elnett hairspray, Head & Shoulders, Lil-lets, Nice 'N Easy colourants, Radox salts, Right Guard, Tufty Tails, Unichem nappy liners 100's and Wilkinson Sword Bonded blades 5's. *Unichem Ltd, Crown House, Morden, Surrey. ■*

Fresh taste and design for SR

Elida Gibbs are relaunching SR toothpaste with changes in the formulation and a different pack. A flavour enhancer has been added which, according to Gibbs, gives a "fresh" taste to the product and the texture is smoother and creamier. The packs have been designed to have a



strong shelf impact while stating the therapeutic message on the pack face.

Over £3½ million is being spent to back the relaunch, including a £800,000 national television campaign which breaks at the beginning of August. The campaign will feature a 30-second commercial with the message "for healthier teeth and gums" and the slogan "get the SR tingle". *Elida Gibbs Ltd, PO Box 1 DY, Portman Square, London W1A 1DY. ■*

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Se	Scotland	U	Ulster	CI	Channel Is

Alka Seltzer:	All areas
Anadin:	All areas
Balance:	M, Lc, Y, NE
Body Mist:	All areas
Crest:	All except G, B, E
Curity Snugglers:	All areas
Harmony hairspray:	All areas
Head & Shoulders:	All except E
Johnson's baby oil:	Ln, M, WW, So, A, We
Mum:	All areas
Odor Eaters:	All areas
Oil of Ulay:	All except Ln, Y, NE, G, E
Reply:	So
Sine-off:	Ln
Sunsilk hairspray:	All areas
Slimgard:	All except E, CI
Zest toilet soap:	M, Lc, Sc, B

Multi-promotions from Kodak at Christmas

An "attractive and sturdy" holdall will be given away with Kodak instant cameras during October, November and December, as a Christmas gift "bonus". The holdall is designed to hold the camera, film and prints and the offer will receive "heavy promotional support" in the Press and on television.

Customers purchasing a Kodak instant model during the last three months of 1980 will be given a voucher which the retailer must sign and stamp. The customer then sends this, with a cash receipt and a leaflet packed with the camera, to Kodak who will then send the gift to the customer's home. POS material includes a window bill, counter card, voucher dispenser and special camera stand.

Other Xmas offers

Available from September 1 is a new EK160 outfit, which includes the camera, colour film, flipflash, monograms, neckstrap, battery, eyecup, manual and tips leaflet. Kodak place

a "basic price" on the outfit of £23.84.

A number of inducements are open to dealers ordering between September 1 and October 31—on a minimum order of £500. Instant colour film will be 5 per cent discounted and a minimum order of 15 instant cameras will make dealers eligible for £1 reduction in the price of the EK160 and EK160-EF and £2 off the EK160 outfit (orders placed before August 22 will qualify for an extra 2 per cent discount). Orders placed in the qualifying period may also be paid in two equal installments—the first payable by December 15 1980 and the second by January 15 1981.

A promotional allowance equal to 5 per cent of the total order for the instant products is also available. Kodak say this can be used for co-operative advertising on a 50-50 basis. Alternatively, part of the allowance may be used for demonstration film—£5 vouchers may be exchanged for instant colour film, up to a maximum of three films per shop. *Kodak Ltd, Kodak House, Station Road, Hemel Hempstead, Herts.* ■

Numark July offers

On offer from NPA Products (Warminster) during the period June 30-August 2 are Hanx Mansize, Nusoft hankies and toilet tissue, Nusoft nursery wool, medicated nappy liners, All in One nappies, baby wipes, rose hip syrup, orange juice, Sunpure fruit drinks, Nusoft cotton puffs, pleats and shampoos, Lotus cold cream and nail polish remover, Nuhome washing-up liquid, pine disinfectant, bleach, floor and wall cleaner, cream cleanser, fabric softener and conditioner, aluminium foil, Nucross antiseptic and flashbulbs, cubes, flipflash and flash bar. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts. BA12 9JU.* ■

Stingo for stings

Stingo, from Potter and Clarke, is being introduced for the treatment of insect bites and stings. It is a cooling spray based on aerosol propellants

(125g, £1.67) and is subject to GLS regulations. *Distributors: Dewitt International Ltd, London E10.* ■

Cachet competition

Prince Matchabelli are running a competition looking for "the sales girl with the most Cachet". Nominations of entrants must be received by August 15 and must include both a photo and an explanation, in not more than 12 words, why the entrant fits the bill. A nomination form is available on page 25. *Prince Matchabelli, Victoria Road, London NW10 6NA.* ■

Agency extended

Step Into Health Ltd have had their working arrangement as representative sales agency in London and Home Counties for the homoeopathic remedies of A. Nelson & Co Ltd, extended until July 1981. *Step Into Health Ltd, 15 Regents Court, Stonegrove, Edgware, Middlesex* ■

Diversify and improve your profits with Morlé

Morlé are the UK's leading experts in the slimming and beauty salon market. And now, by offering a limited number of tailor-made franchises, Morlé are giving you the opportunity to improve the profitability of your business.

Space costs money and it is vitally important that every square foot gives you a full return, this is where we at Morlé come in. With our experience and expertise we can help you to develop your own in-store beauty concept. All you need is 100 square feet or more of space and we can tailor make a unit to your own specific requirements.

Just take a look over the other side of the English Channel and see how over 10,000 chemists and perfumeries in France have maximised their profitability by incorporating beauty treatment salons within their various outlets.

The benefits are obvious. Not only is it an additional point of interest built into your trading area. New customers are attracted, traffic flow improves, thus improving turnover. Most important however a beauty treatment area is a significant profit earner in its own right. You will be pleasantly surprised just how easily a small unit can be incorporated into your existing premises.

Morlé are the experts, we will design, equip and provide the most sophisticated total beauty concept to your own individual requirements. Morlé will fully train your staff, in the latest techniques, provide your outlet with marketing support, supply you exclusively with the unique range of Cleor Aromatherapy products and generally give you the benefit of our unrivalled reputation.

If you would like to discuss Morlé franchising in more detail write to David Lieber, Managing Director, Morlé Consultancies, 176 Kensington High Street, London W8. Or call him on 01-937 9501.



COUNTERPOINTS

Wood Nymph hair lightener relaunch

Wood Nymph hair lightener is being relaunched as Wood Nymph blonde to create a wider appeal for the product. Formulation changes have strengthened the colours giving a stronger variation between the four shades, which have been renamed honey blonde, ash blonde, silver blonde and beige blonde (all £1.55).

The packs have been redesigned, with coloured bands on the front helping to differentiate between the shades, and coloured triangles added to the top lids for easier stock counting. A sachet of conditioner has been included and the front of the pack states "Hair lightener and toner with conditioner".

Elida say that Wood Nymph is already the brand leader among bleach/lighteners, claiming a 36 per cent share for it, and they claim it outsells any other products in the sector by about two to one. "The changes are designed to broaden Wood Nymph's appeal to would-be blondes yet at the same time continue its appeal to loyal users", says Veronica Williams, brand manager. "We are confident that we have now achieved just the right mix and look forward to a substantial increase in brand share". Advertising will be in women's magazines from August until the end of the year. *Elida Gibbs Ltd, PO Box 1 DY, Portman Square, London, W1A D 1DY.* ■

Mandelle extensions

Mandelle, manufacturers of hot water bottles, are to extend their range in the autumn.

The covered range of Mandelle bottles is to be extended with the introduction of super velour which is covered in a velvet-type material finish in a choice of burgundy, blue or gold.

An addition to the range of covered bottles for children is the Woofits. Created, originally, by the "Classic" greeting card company the Woofits are now available as children's books written by television personality Michael Parkinson and are soon to be featured in a series of animated programmes.

Mandelle hot water bottles will be backed by a consumer advertising campaign throughout the year. *Haffenden-Richborough Ltd, Sandwich, Kent.* ■



Minolta add to 460T

Minolta have introduced a more sophisticated version of their Autopack 460T camera. Like that model, the new 460Tx takes a 110 cartridge, and has normal and telephoto lenses and electronic flash built-in. Additional features are an audible exposure warning and a distance scale that illuminates when using the flash.

The 460Tx is finished in black and silver and is supplied with a soft pouch and wrist strap—expected retail price is around £50. *Japanese Cameras Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW.* ■

PRESCRIPTION SPECIALITIES

Hioxyl cream

Manufacturer Quinoderm Ltd, Manchester Road, Hollinwood, Oldham

Description Smooth, white, non-greasy cream with virtually no odour, containing stabilised hydrogen peroxide 1.5 per cent

Indications Cleansing of minor wounds, skin ulcers and infections

Dosage Apply freely using a piece of lint or gauze. Can be covered with a dressing, if necessary. The application can be repeated as required

Contraindications None known

Precautions Care should be taken to avoid use with other medicaments due to possible chemical interaction with the active principle

Packs 25g (£0.96 trade)

Supply restrictions Pharmacy only

Issued July 1980

Smaller packs for Acupan tablets

Carnegie Medical are replacing Acupan tablets in 100s with packs of 30 (£4.20 trade). All orders for the 100 tablet pack placed by wholesalers and hospitals will now be filled by three 30-packs. Wholesalers will still be able to supply orders for the 100 tablet packs for a limited period. However most wholesale stocks of these should be exhausted by the end of September. *Carnegie Medical, 1 Morley Street, Loughborough, Leics. LE11 1EP.* ■

Solu-Medrone vial

A 2g pack of Solu-Medrone (£37.54, trade) in the form of a vial with diluent is being introduced by Upjohn. The other sizes will continue to be available. *Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2NJ.* ■

G500 tablets

G500 tablets (hexamine mandelate 250mg, methionine 250mg) from Arthur H. Cox have been temporarily discontinued and present stocks are exhausted. *Arthur H. Cox & Co Ltd, Brookside Avenue, Rustington, West Sussex BN16 3LF.* ■

Benoral granules

Benoral granules are being introduced, packed in sachets. The sachets are available in boxes of 60 (£6.98, trade) and each sachet contains the equivalent of benorylate 2g. *Winthrop Laboratories, Sterling-Winthrop House, Surbiton upon Thames, Surrey KT6 4PH.* ■

Nystan suspension

E. R. Squibb & Sons have reformulated Nystan oral suspension. The product has been thickened in order to increase contact time with the oral mucosa, and is also now saccharin-free. *E. R. Squibb & Sons Ltd, Reeds Lane, Moreton, Wirral, Merseyside, L46 1QW.* ■

SOS Talisman is on the move...



SOS Talisman Co. Ltd., the fast moving promoters of identification jewellery, are moving to:—

Unit 6,
Hale Wharf Estate,
Ferry Lane,
Tottenham,
London, N17 9QL.
Telephone 01-801 5277,
from June 30. To give you an even
better service in 1980—the big year
for SOS Talisman.



SOS Talisman
Jewellery with the hidden extra



Leader of the packs



Vernon-Carus Ltd. pioneered commercially produced Sterile Dressing Packs in the United Kingdom almost twenty years ago and have led the field ever since.

Packs are obtainable from all wholesale chemists and conform to the National Health Service Drug Tariff Specification.

Vernaid
REGD.
THE BRAND LEADER



VERNON-CARUS LTD.
Penwortham Mills,
Preston, Lancs. Tel: 744493/8

Praise be to Unichem

In answer to "Comment" in last week's *C&D*, what is the "aggro" against Unichem? I really must speak up for them.

Long before Unichem offered any discounts, I was obtaining excellent discounts from the smaller wholesalers. Naturally the larger wholesalers were being affected by this loss of business, and it was only a matter of time before they retaliated.

I can only say that in my 42 years in business I have never dealt with any firm that could hope to begin to reach Unichem's standard of efficiency and service. With their wonderful "Prosper" system, their invoice with goods, as well as price sheets for every article supplied, who else can compare with them?

They are at least 10 years—probably 20 years—ahead of any other wholesaler that I have dealt with. To those that criticise them, may I say: "Join us—it is an experience—a very pleasant one indeed." It is my honest opinion that dealing with them has saved me at least one whole day's work in each week. Don't stand on the sidelines and gripe—come and join us and have the modern and efficient business method they provide for us. "Vive Unichem toujours"

Idris Isaac
Stoke-on-Trent

Appeal to president

I have today sent the following letter to Mr D. Sharpe, president of the Society. I feel it represents what many pharmacists feel, but they do not know how to channel their feelings into positive actions.

"As president of the Society and chairman of the PSNC you must surely be alarmed at the current situation facing independent chemist contractors.

"I have always looked on the Society as a body that represents my professional interests, helping to safeguard my ability to practise my profession within the limits laid down by the laws of this land.

"The present situation of discounting, notional pricing, high interest rates, large drug price rises, etc, has led to a decrease in 'ethical' stocks kept by the wholesalers. This is resulting in many 'popularly-prescribed' medicines being

unavailable when ordered. The chemist contractor is not able to satisfy his terms of service and the public is suffering—and will continue to do so.

"The prospects for the future are bleak! As I spend a lot of time considering philosophically the various problems besetting our profession I find it hard to believe that such a ridiculous situation has been allowed to develop without any genuine attempt to bring about a return to a status quo.

"Surely you yourself, in your joint capacities, could initiate meaningful discussion between representatives of PSNC, wholesalers, ABPI, PSGB, and contractors. All discounting and notional pricing must be abolished immediately, and a return to normality pursued.

Notional pricing

Following your comments (June 7, 14 and 21) we feel that a letter we circulated recently to our pharmacist customers based in the North-west and in the West Midlands will be of some interest to you and your readers.

Xrayser in his article "The party is over" (June 7) spells out the confusing and often costly options facing the average pharmacist today and it is our strong conviction that independent wholesalers should follow our lead in resisting the move towards notional pricing if we are to avoid adding to the confusion.

Perhaps publication of our letter will help some of the "don't knows" among the independents to make up their minds. Customer reaction to our letter leaves us in no doubt that our policy has their total support.

James F. Salt

Director, Maudsley-Brooks & Co Ltd
Salford

■ The letter is headed "Whom do they think they're Kidding?" and goes on:—"No doubt you will recently have received a shower of circular letters from pharmaceutical wholesalers which seem to have only one thing in common—to give something with one hand and to take away more with the other!

"It is true that wholesalers—and pharmacists—have got themselves into a Catch 22 situation with the DHSS no longer on the sidelines but standing on the threshold!

"Can one seriously believe that the Man from the Ministry is going to reimburse pharmacists with a surcharged price? If so why not add 5 per cent, or 10 per cent: and what

"Such an initiative would generate tremendous goodwill within the 'grass roots' of the profession. There is great anger at present over the apparent lack of concern for our problems by the leaders within the profession—this I feel, I have heard and I understand.

"Why is it that we find it so difficult to talk to one another and to those who affect the practice of our profession?

"I am looking to you, Mr Sharpe, your colleagues on the Council and PSNC to initiate meetings which will lead to a defusing of the current situation, with a return to a status quo and a more meaningful professional existence for us all.

Colin Martin
Slough

about the small pharmacy who obtains no discount to speak of—is he to bear the burden of a 3 per cent uplift in prices?

"If discounts are to be 'clawed back', is the Ministry going to listen to the plea 'It's true that I get 7½ per cent (or 8 per cent or 10 per cent) discount, but the wholesaler is charging me 3 per cent more so that it is only 4½ per cent (5 per cent, 7 per cent?)'

"May we just stress again that we shall *not* be using 'notional', 'uplifted' or surcharged prices on any of the goods we supply. All ethicals will be charged at manufacturers' listed prices to the chemist.

"It is very true that the wholesaler can no longer give both adequate service and large discounts—but at least let's be honest about it and reduce the discounts we *do* give.

"Our policy has always been to give good service on the most competitive terms possible. Where we have to reduce discounts allowed because of reduced wholesale margins, we shall do just that and no more. We feel sure that we shall have your support for this policy." ■

HEALTH CENTRE NEWS

■ **Mersey RHA** is seeking planning approval for a health centre at Hallfield Road, Tarvin, Chester.

■ **North Western RHA** plans a two storey health centre between High Street and School Street, Rishton, near Blackburn, Lancs.

■ **Cumbria AHA** is building a £250,000 health centre at Ambleside. A contractor has been appointed but no start date has been announced as yet.



PARKE-DAVIS ANNOUNCE

Benylin*

Decongestant

diphenhydramine HCl BP pseudoephedrine HCl BP
sodium citrate BP, menthol BP

- Effective decongestant action
 - Honey and lemon flavour
 - For adults and children alike
 - Available only in dispensing packs†
 - Completes the Benylin dispensing range
- †500ml and 2.25 litres

Benylin

Decongestant

*brings back
the scent of summer*

Prescribing Information

Presentation: A clear yellow syrup with a honey and lemon flavour. Each 5ml contains: Diphenhydramine hydrochloride BP 14mg Pseudoephedrine hydrochloride BP 10mg Sodium citrate BP 57mg Menthol BP 1.1mg. **Indications:** For relief of cough and its congestive symptoms. **Dosage:** Adults: Two 5ml spoonfuls four times a day. Children: 6-12 years - One 5ml spoonful four times a day. 1-5 years - Half 5ml spoonful four times a day. **Contra-indications and precautions:** Known hypersensitivity to active constituents. Patients receiving MAOI's or having received them within fourteen days. Caution in cardiovascular disease, hyperthyroidism and prostatic enlargement. May cause drowsiness. Avoid alcoholic drink. As with any other medication, care should be taken in administration during pregnancy. **Product Licence No:** 0018/0110 **Product Licence Holder:** Parke, Davis & Company **Basic NHS Cost:** 19p/day (ex 2.25 L pack)

Further information is available from: Parke, Davis & Company (Inc. USA, Liability Ltd.) Usk Road, Pontypool, Gwent NP4 0YH. Telephone: Pontypool (04955) 2468.

*Trade mark

P341-UK-Jun 80

PARKE-DAVIS



YOU'LL MAKE MONEY, PURE & SIMPLE.

Nothing could be more straightforward. First, we offer a manicure set for only 99p. Last year a similar promotion got five times the expected response.

Second, we offer 50p worth of coupons on a selection of toiletries.

Third, we tie both these offers together with Pure & Simple.

Fourth, you'll sell an awful lot of Pure & Simple.

And that's the whole point, profits—pure and simple.

BEECHAM TOILETRIES
won't get left on the shelf.



Pure & Simple won't get left on the shelf. I



Rent up for review—time for specialist advice

For many businesses it is a troubling time, if they hold their premises on lease, when a rent review comes up.

Some businesses complain that they are often faced with such steep costs that they can no longer profitably continue to trade. This is because they have taken out their leases over a fairly long period and at a time of rent review there is no provision for the lease to be surrendered. It is not possible because of the higher rent to find someone to whom the lease can be assigned, so whether the business moves or not there is liability under the lease to continue paying rent until the end of the term—which could be several years.

Of course, if a landlord is faced with a business that cannot meet the rent demanded and therefore threatens to go into liquidation, then the landlord could be less demanding. Otherwise he might be faced with premises on which no rent would be paid for a long period whilst the precesses of liquidation proceed.

However, that is no consolation to the business concerned and it is essential at the time of entering the lease to build in as many safeguards as possible at the time of the rent reviews that are almost invariably, in times of inflation, inserted in leases of premises.

For those who already have leases it is worth examining the clauses about rent reviews very carefully since one will invariably find that if the tenant believes the landlord's proposed rent increase is unreasonable, he can challenge this through taking the matter to an arbitrator. To take advantage of this process, it is well worthwhile employing the services of a chartered surveyor who can advise on the rent valuation and argue the case on sound grounds before the arbitrator.

Part-time or full-time?

There is often a considerable amount of confusion about who constitutes a full-time worker and who is a part-timer for the purposes of employment and business law.

The distinction is important since a part-time worker as defined by employment legislation cannot claim unfair dismissal compensation nor

claim a redundancy payment. This means dismissal can take place merely by giving appropriate notice and no reasons have to be advanced by the employer. However, the definitions are quite tightly drawn and the position of each employee has to be looked at extremely carefully.

Anyone working for an employer for 16 or more hours per week is considered to be a full-time member of staff and is eligible, if fulfilling the other conditions, to claim a redundancy payment or unfair dismissal if his or her services are dispensed with. (The other conditions are, two years' continuous service to claim a redundancy payment, one year's continuous service to claim unfair dismissal.)

Staff who work under 16 hours per week are part-timers and not eligible for these benefits—with one important exception. If you have a member of staff who has worked for you for five years continuously and has put in eight hours a week or more then that member of staff has the same rights as a full-time worker.

Dealing with payments

There are two points about the payment of money from one business to another or from a business to a client—or vice versa—that are worth noting.

If a debtor owes a business a sum of money and a cheque is sent "in settlement", it is sometimes assumed that if the cheque is for less than the amount due, the business must return the cheque to the debtor. There is in fact no legal need to do this, provided the business sends back a note to the debtor saying that the cheque is accepted on condition that it is "on account" of the total sum due. This protects the position of the business which can subsequently sue if it so desires for the balance. However, it must be made clear that the money is being accepted "on account" and only as partial payment at the time the cheque is received.

The second point concerns money paid over by mistake. In a retail business this can arise, for example, when a customer is given too much change. In all businesses it can arise (iron-

ically enough in these days of computer accounting) by a sum being sent to meet a payment where the cheque is in excess of the sum being demanded. The important point is that money paid over under a mistake of fact (where, for example, a member of staff or a machine has made an error) is recoverable at law.

Of course with actual cash, it is sometimes difficult to prove that the money has been in fact paid in excess of the proper amount but with cheques and accounting systems, the mistake often comes to light and there is then a right to recover the overpayment.

New pension rules for 1980

Until this tax year, the self-employed and those without occupational pension schemes (including directors) have been able to put aside 15 per cent of their income (in the case of an employed person) or net earnings towards a pension and enjoy full tax relief on the contribution. There was, however, a ceiling of £3,000 on the amount that could be put aside annually.

The 15 per cent has now been raised to 17 per cent and the over-riding limit of £3,000 has been removed completely. Since the tax relief is given at the highest rate the tax-payer is paying to the revenue, the use of this concession is an extremely cheap way of providing for retirement.

The policies that can be taken out have to be approved between an insurance company and the Inland Revenue but most major companies offer tailor-made schemes. There can be provision for part of the benefits to be taken as a lump sum and arrangements can be made for pensions to be paid to dependants.

In addition and as a further concession, if a person has not used up the full 15 per cent (or £3,000 if lower) in any or all of the financial years going back to 1974-5, he can do so now and this will give the opportunity to use this back money for single premium policies on favourable terms. Furthermore in the case of the self-employed the net earnings on which the 17½ per cent is now calculated will no longer take account of any mortgage interest being paid.

It is advisable to consult insurance brokers or your insurance company as soon as possible about your position ■

Contributed by a barrister

From the pharmacy to pharmacist by way of research

Concept Pharmaceuticals have become the British arm of a French connection offering ranges with a practice background

Retail pharmacists may have been surprised this year by the speed with which a small pharmaceutical marketing company, with offices opposite those of the Pharmaceutical Services Negotiating Committee in Rickmansworth, Hertfordshire, has "taken off" with the launch of Sun-by-Sun and Topal.

The surprise would be due to the fact that Concept, formed purely as a marketing operation for other people's products in 1971, has in the past handled brands with a varying record of success and strength. However, they did make contact with the French Pierre Fabre group who were looking for a British company to introduce their products onto the market here. This was the saving of Concept as they were acquired by Fabre and since 1975 have been directly developing various brands using, where possible, British manufacturers.

Fabre itself is hardly a well-known name in Britain, though some of its brands, such as Klorane, Elgydium and Helancyl, will be familiar to pharmacists as specialist products in their respective fields. However, Fabre in France is a different matter and the story of its development, from a small pharmacy in Castres to a multi-million pound research and manufacturing operation in less than two decades, must be one of the success stories of the pharmaceutical post-war era.

There is no doubt that the company owes its success to one man—Pierre Fabre himself, who continues to take an active part in every major decision affecting the company's progress. Nevertheless, he has gathered around him an impressive team of specialists, including some 70 scientists who conduct a continuous search for new concepts in chemotherapy, cosmetology and immunology, with total emphasis on materials of natural

origin, especially plants.

Pierre Fabre began his commercial career when, in a "bench-and-sink" laboratory above his pharmacy, he developed a plant-based treatment for venous insufficiency in the legs, Cyclo 3. That was in 1961 and he was soon joined by a few friends, mainly other pharmacists, in a venture that was to mushroom beyond their dreams. Two years after its formation, Fabre Laboratories absorbed Inava Laboratories, also involved in "ethical" pharmaceuticals, and this was followed by the creation of a health and beauty division with the acquisition of Klorane Laboratories (1965) and a second such division based on Ducray Laboratories (1969).

Overseas expansion

During the period 1970-73, the group started its overseas expansion, establishing subsidiaries in Spain, Great Britain (Concept) and West Germany and Italy, to which Belgium had since been added. 1976 saw the takeover of the leading French manufacturer of artificial sweeteners, Edulcor and by 1979, turnover had reached 650m francs.

Meanwhile, the company had established, in 1968, the key to its future success in the shape of a research centre at Castres. The building—designed by the architect of the Montreuil Olympic Games—is some 4,500 sq m and equipped with the latest in scientific gadgetry. It provides accommodation for more than 200 research workers, including 70 scientists such as pharmacists, doctors, chemists and biologists, who work in close collaboration with the universities of Montpellier and Toulouse. The scale



Pierre Fabre

of the research can be judged from the fact that by 1976, the centre was carrying out as many as 100,000 animal experiments a year and had registered 120 patents—at a rate of one a month since its inception. By 1976, too, the Fabre group was claiming to plough back as much as 12 per cent of its annual turnover in research.

Pharmaceutical research is oriented towards the cardiovascular and nervous systems and gastroenterology. The search in the immunological section is for substances with non-specific immunogenic action. Among the products of this research is Ribomunyl, a mixture of bacterial ribosomes used in the prevention and treatment of concurrent infections associated with respiratory conditions. It is already on sale in France and some other European countries and is on trial elsewhere. The third research area is health and beauty. Plant extracts are the principal target and the work is carried out to the same standards as would be applied to a medicine before marketing, including clinical trial.

The main production plant is at Soual, 10km from Castres. It is on a "green field" site in an effort to avoid any risk to the environment and in 1976 was producing a million oral ampoules (a favoured form of medication on the continent) a day, plus soaps, shampoos and medicinal products. Like the rest of the group, the plant is equipped to the most modern standards and has some interesting features, such as laminar-flow areas as part of the production line for products which have to be allowed to come into contact with the air before they can be sealed.

Current output is at a rate of 7 million units (1,200 tonnes) per month, covering 300 pharmaceutical products and 800 cosmetics and toiletries.

Also at Soual is the cultivation centre for many of the medicinal plants used by the group. Typographically, the area is a flat, open plain and among the plants grown are calendula (for Klorane baby lotion), white nettle (for Klorane shampoo), nasturtium, camomile and cornflower. Bilberries and briar berries are gathered in the Pyrenees near to Castres.

Botanical origins

This is really the starting point for the Fabre operation—plant cultivation. For on the continent the professions and the public put great store by the “standardised” product, and in the case of plant-derived drugs this means establishing optimum growing conditions to produce the highest and most consistent yields of identified active (and inactive) principles. The next stage is to ensure that those principles are correctly extracted from the plant material, and this operation Fabre carry out at their Gaillac unit, comprising laboratories, pilot-scale equipment, drying rooms, and comminution and extracting plant.

To complete the picture, mention should be made of the computer-based distribution centre at Muret, near Toulouse, which is capable of handling 600 orders from pharmacies daily, as well as supplying the international operation.

Mention of pharmacies brings us back to Pierre Fabre himself, for the whole outlook of the company is



professionally pharmaceutical and distribution of its products other than through pharmacies would be unthinkable. He applies the same standards to his cosmetics and toiletries as to his over-the-counter and prescription medicines, stating in a recent interview: “At the level of prevention, a toiletry product or dermocosmetological product plays a part which is as important healthwise as the part played by medicinal products on a curative level. They safeguard that essential organ, the skin, which envelops the human body.”

Pierre Fabre not only involves himself with the company however—he still has the Castres pharmacy where it all began, though the business is now under the day-to-day control of his nephew. It is a business which exemplifies the same combination of the traditional with the modern as does the company itself. The prescription book maintains its place of honour and

The Fabre pharmacy situated in the centre of Castres

the entries are meticulous—but most of the products of today are original packs of proprietaries, which reach the pharmacy via a shoot from the extensive first-floor stock rooms, according to demands made over the internal telephone. The dispensary, where the remaining extemporaneous preparations are put up, is minute in comparison, though still well equipped and as spotless as all other parts of the premises, whether open to public view or not.

Stock control is by means of card fiche which permit automatic order transmission—using a nationally-standardised computer code so that the order may be placed with any wholesaler—the Fabre pharmacy uses four. (This is comparable with the system that Numark are hoping to encourage the industry to adopt in the

Left: Plants under cultivation at Soual. Right: The Soual manufacturing unit in its countryside setting



The British pharmacist with a dual role

UK, with a code such as that used for the C&D Price List being used as the interface.)

A "return" to the traditional is evident from the increasing interest in homoeopathic and herbal medicines at the expense of Western medicines. But there are some unique combinations of the modern and the old—particularly the use of chromatography columns from the laboratories to store (and display most effectively) the various colognes prepared on the premises.

Add to these professional undertakings babycare, feminine hygiene, oral hygiene and dietetics—plus of course, cosmetics and perfumery ranges (including Fabre's own exclusive to pharmacies—and the French pharmacist's life may seem idyllic. But step outside one pharmacy and you have only yards to go to another. Even with controlled geographical distribution, new pharmacies are opening at the rate of 250 a year, despite the profession's objections, because the Prefecture has control and

Mr Jenkins comments: "Pierre Fabre's philosophy is specialist products for specialist outlets and of course that is exactly a description of our pharmacies. His ranges of high-quality products were designed by pharmacists and are ideal for pharmacists to recommend. Apart from the medical brands there are the serious dermocosmetological products and it is in this latter area that pharmacists can develop new business. Many people turn to the pharmacist for the common skin and hair complaints believing that the NHS regards them as unworthy of treatment. Now the pharmacist can recommend treatment products rather than just cosmetics, and know that the customer is not going to repurchase at the supermarket."

This, then, is a sketch of Pierre Fabre's world—a world which his company is hoping will have an increasing influence on the British pharmaceutical market through Concept Pharmaceuticals.



Above: Inside the Fabre pharmacy.
Below: Cologne stored in chromatography columns. At foot: The script book.



may allow exceptions to the rules, such as on new estates, even when there is insufficient business to provide a living. (However, transfer of a city business to an estate does get priority over the opening of a new one.)

But what of Concept in Britain today? The management team now comprises Monsieur Dominique Clement (general manager); John McNaught (retail sales manager); John Stevens (finance and accounts); Annette Drake (medical sales manager)—and an unusual appointment, Ian Jenkins, MPS, as professional service manager. Mr Jenkins carries through the Fabre tradition of combining the retail and industrial aspects of pharmacy because he spends only three days a week with Concept; the other three working days are devoted to running his own pharmacy at North Baddesley, near Southampton.



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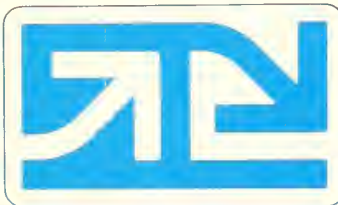
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Thumbs up for our smallest introduction



£1¼m grant welcomed as a 'breakthrough' for pharmacy

The Cancer Research Campaign recently awarded a £1¼m grant over five years to the University of Aston department of pharmacy, to set up a unit of experimental cancer chemotherapy. It is the largest grant ever made to a pharmacy department in the UK and has been welcomed as a "tremendous breakthrough." Professor Malcolm Stevens, professor of experimental chemotherapy, and Drs Andreas Gescher and John Hickman, lecturers in medicinal chemistry, are in charge of spending the money. All three are pharmacists and have been doing cancer research together since 1977. *C&D* talked to them about their plans.

What do you aim to do?

Stevens: We're going for the big reward. We want to discover a non-toxic, effective anti-tumour agent. About £½m will be used to build 3,000 sq ft of laboratory space on to the existing pharmacy department. Hopefully, this will be completed by late summer 1981. We plan to expand the staff to 30, although their salaries will ultimately come from other sources as well. The rest will be spent on researching and developing new drugs.

In your opinion, what is the current status of cancer chemotherapy?

Stevens: Most of the present 30 or so clinically effective anti-tumour agents were discovered by chance, by random screening against tumours in mice, a method which seems to have resulted in some very toxic compounds. With few exceptions, they are not selective but kill off all dividing cells so that the patient ends up almost preferring the disease to the treatment.

Most anti-tumour agents are also carcinogenic. For example, it is possible to cure Hodgkins disease with chemotherapy but there is evidence that

many patients later suffer from secondary, unrelated malignancies that may be an effect of the drugs. This may not matter in the elderly, but it could be unwise to use highly cytotoxic agents in, say, children with leukemia.

Could you summarise present knowledge of the cancer process itself?

Stevens: Normal body cells are well controlled within their environment. They grow and divide when required but most of the time are just resting.

Tumour cells, however, do not respond to these controlling forces but keep on dividing. The control process might possibly be linked to that of aging, in that cells have an inbuilt destruct mechanism and ultimately no longer grow and divide. Other than that, it's still a total mystery.

What are your views on interferon?

Stevens: The more recent American studies of interferon as an anti-tumour agent are not giving such dramatic results as the early Swedish studies. But interferon certainly has a profound effect on the immune system and—this is purely my own speculation—might prevent people from succumbing to viral diseases and possibly cancer.

What approach do you intend to take in your research?

Stevens: We have got to concentrate on selectivity, which is where biochemistry becomes particularly important. The new unit will develop a number of chemicals which either already show some signs of anti-tumour activity or for which good rational arguments can be presented to suggest they may be active. We will study their molecular basis of action to see how new and existing drugs alter cell division and kill cells.

Gescher: We are trying to find out why present anti-tumour agents are more

"We're going for the big reward"

toxic to tumour cells than to normal cells and to identify the chemical grouping that is responsible.



Left to right: Dr John Hickman, who is concerned mainly with biochemistry, Professor Malcolm Stevens, who synthesises the compounds, Dr Andreas Gescher, who is interested in drug metabolism.

£1¼m grant welcomed as a 'breakthrough'

Stevens: We also hope to develop better screening systems to predict activity in man. We could continue screening against mice tumours but might end up with drugs that cure tumours in mice. The most appropriate test systems, of course, are human tumours in humans.

Hickman: There is a growing feeling among clinicians that we ought to cut out a lot of the animal studies and screen new agents much sooner in man. At present, with the signed consent of terminal cancer patients, it is possible to carry out clinical trials of anti-tumour agents at an earlier stage of testing than is possible for other new drugs.

Stevens: But we still need some indication of toxicity, so cells in culture are still the best test systems to start with. The Ames test is also important for rapid identification of possible mutagens. The grant will also allow us to expand our collaboration with other researchers overseas.

How does this £1m compare with the resources of the pharmaceutical industry; are any breakthroughs in this area more likely to emerge from a pharmaceutical company rather than a university?

Stevens: Money doesn't necessarily buy success. Basically, the disease is still a mystery and we're all groping along in the dark. Any talented

compounds which are still just crystals in our laboratories, into patients.

Would you care to hazard a guess as to when someone will achieve a breakthrough?

Stevens: It's impossible to predict. It could be within the next five years or it could be one of the last great biological mysteries. The chances of discovering a useful drug are very low, especially when we don't know what causes the disease. There's still no light at the end of the tunnel, it will be a long, long process.

"If we're not given access to patients we might just as well pack up and not bother. It's futile to make compounds and just put them into bottles."

Why is it such an important advance for a pharmacy school?

Stevens: It's a tremendous breakthrough, not only to get a grant this size, but also to get one for research into this particular disease. It establishes our credentials as a place suitable for doing medical research and could act as a precedent for other pharmacy schools. We may have problems in that the university is not associated with a teaching hospital so we do not have immediate access to patients. But if we're not given access to patients we might just as well pack up and not bother. It's futile to make compounds and just put them into bottles.

Gescher: There still tends to be a dichotomy between chemical research and its clinical applications. We hope to have a clinical oncologist associated with our research team and at the same time be looking after hospital patients.

"Much research in pharmacy schools is too esoteric."

Do you think pharmacy schools tend to concentrate too much on non-clinical research or possibly that with no immediate practical applications?

Gescher: Research for the sake of increasing the sum of human knowledge is not in itself a bad thing. Occasionally when someone has had

only aesthetic reasons for doing a particular piece of work it has later turned out to have made a big impact. But for medical research you must always have the patient in mind. Stevens: I do tend to think that much research in pharmacy schools is too esoteric. Some tend to concentrate too heavily on drug presentation rather than on researching new drugs. They seem to be striving to achieve absolute elegance and may be striving to achieve the impossible. I tend to think that some drugs would be just as effective if they were spread on toast.

"It would establish pharmacists as drug discoverers rather than drug minders."

Would you therefore like to see innovation as a new role?

Stevens: Yes. It would establish pharmacists as drug discoverers rather than drug minders. It could be the best thing that happened to pharmacy. Gescher: Innovation should not be to the exclusion of other roles, of course, as the majority of pharmacists work in general practice. But I would certainly like to see it become an important role in pharmacy schools.

"We will always wonder if we've done enough."

What will happen in five years when the money runs out?

Stevens: We don't know, but it's a tremendous incentive to work hard to show that we deserve a further grant. Gescher: There will be a detailed investigation by the CRC panel to see if we have done the work we originally proposed and to decide if a new grant should be given. Because it's charity money we will always wonder if we've done enough.

Hickman: Our original grant application contained 30 pages of proposals and it was a year before we learnt we had been awarded the money. During this time we had to rewrite the proposals about five times. We have had grants from the CRC in the past but nothing like the size of this one. The difficulty will be living up to our proposals, but it would be dangerous to change our attitudes to our work. It would be easy to get into a panic and rush around doing a lot of unproductive things.

Gescher: We no longer have the excuse that we can't afford the right equipment. We now have the means to test good or bad hypotheses which is an excellent and rare position for scientists to be in. ■

"There's still no light at the end of the tunnel."

individual can have as much idea as a huge research group working in industry. We would argue that our approach—trying to find out what makes tumour cells different, allied with all the other aspects of our knowledge as pharmacists, such as pharmacokinetics, etc.—is probably as good as any.

Very few drug companies are interested in cancer research. Cancer covers a whole range of different diseases and there is unlikely to be one overall cure so the market for such drugs is limited. What usually happens is that companies buy new agents from the research institutes, such as the US National Cancer Institute, who do the preliminary testing. The companies then develop these compounds to the point of clinical trial. We have nothing at clinical trial stage ourselves yet but one of our aims is to get the



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						Points 100-300	Points 301-1000	Points 1001-1500	Points 1501-2000	Points 2001+			
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		£			£	£	£	£	£	£	£	£	
*INTAL COMPOUND CAPS	POM 100	2150	15.11	6/12	45	105.10	97.22	96.17	94.59	93.01	91.96	15	
	POM 50	9630	7.55	6/12	22	52.55	48.61	48.08	47.30	46.51	45.98	15	
*INTAL PLAIN CAPS	POM 100	2060	15.11	6/12	45	105.10	97.22	96.17	94.59	93.01	91.96	15	
	POM 30	2170	8.68	6/12	26	60.40	55.87	55.27	54.36	53.45	52.85	15	
	POM 50	9600	7.55	6/12	22	52.55	48.61	48.08	47.30	46.51	45.98	15	
*INTAL SPINHALER		2140	1.65	1/12	1		NO CHANGE						15
*INTAL NEBULISER SOLUTION	POM 48x2ml	2500	12.30	1/12	6	85.57	79.15	78.30	77.01	75.73	74.87	15	
*LOMUSOL STARTER PACK	P 19ml	2700	9.52	3/12	14	66.22	61.25	60.59	59.60	58.60	57.94	15	
*LOMUSOL REFILL PACK	P 19ml	2710	8.43	3/12	13	58.64	54.24	53.66	52.78	51.90	51.31	15	
*NALCROM CAPSULES	POM 100	2680	30.75	1/12	15	213.91	197.87	195.73	192.52	189.31	187.17	15	
*OPTICROM	POM 10ml	2110	7.76	3/12	12	54.00	49.95	49.41	48.60	47.79	47.25	15	
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RYNACROM INSUFFLATOR		2540	2.49	1/12	1		NO CHANGE						15
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Pharmaceutical Society of Northern Ireland

Distribution problems for DHSS

Questions about the delivery of *Prescribers' Journal* were asked at the June meeting of the Council of the Pharmaceutical Society Northern Ireland.

Mr O'Rourke said the Trustees of Northern Pharmacies Ltd Trust Fund had made arrangements for each pharmacy in the Province, if the owner so wished, to receive each edition of the journal throughout 1980. So far only the February edition had been delivered and he asked when the April issue was expected.

The secretary said a cheque was sent to the Department of Health and Social Security in January to cover delivery of 280 copies of each of the six issues in 1980. The February issue had, after some prompting by him, been delivered in mid-March. Similar promptings by way of telephone calls, plus a letter to the secretary to the journal, about the April issue, had not yielded any result. The short answer to Mr O'Rourke's question was "When it arrives". Mr Kerr reminded the Council that there were twelve Ulster representatives at Westminster.

■ Reports were received of visits to two industrial establishments, following receipt of their applications for approval for the purpose of giving practical training to students. Both were approved. Mr Kerr gave a verbal report of the recent meeting in London of the Commonwealth Pharmaceutical Association and said he would prepare a written report for the Council's next meeting. Mr Hunter said that the small committee appointed to make arrangements for the president's dinner in 1981 would recommend that it be held on Wednesday, March 11, at the White Gables Hotel, Hillsborough, if that date was convenient for certain of the visitors. A limited number of bedrooms would be available for those who wished to stay overnight.

■ The report from the finance committee was adopted and the president gave a brief résumé of the matters discussed when representatives of the

Council and of the Northern Ireland branch of the Guild of Hospital Pharmacists met on June 9. He also reported that the meeting with members of the drug section arranged for June 12 had been cancelled at very short notice. No explanation had been offered and the secretary learned of the cancellation from a non-Council pharmacist. Fortunately it had been possible to contact most of the Council representatives before they left for the meeting.

■ The president, Mr R. G. Dillon, paid a tribute to Mr W. J. Bolon who died on June 1. He said that Mr Bolon was a fine man, a good pharmacist and highly respected in his home town of Ballymena. He was a staunch supporter of the Ulster Chemists' Association and its president in 1971 and became a member of Council some four years ago. For over ten years he had acted as secretary of the local branch of the Society and always did his best to retain the interest of the members. He could always be relied upon to resolve the personal problems that arose for pharmacists in his area because he had the confidence of his colleagues. Mr Dillon said that he had, at the funeral, conveyed the sincere sympathy of the Council to Mrs Bolon, her son and her daughter. Those present at the meeting stood in silence as a token of respect.

■ In reply to a question the secretary said the new regulations had been sealed and signed on June 13. It was expected that printed copies would be available early next month.

■ It was agreed to grant the Belfast branch of the British Leprosy Association the use of the lecture hall in the Society's premises for a fund-raising function on Wednesday, October 15.

■ Applications for registration as students were granted to: John Charles Ball, 28 Main Street, Ballygawley, co Tyrone; William Christopher Craig, 122 Lower Ballyboley Road, Ballyclare, co Antrim; Michael Craig Halliday, 414 Doagh Road, Newtonabbey, co Antrim; Irene Evelyn Hogg, Derrycallaghan, Derryharney PO, Lisbellaw, co Fermanagh; Kathleen Theresa Hurl, The Bridges, 2 Ballyronan Road, Toomebridge, co Antrim; John Kevin Leonard, 110 Somerton Road, Belfast; Teresa McCaughey, 23 Lisnamonagh Road, Dungannon, co Tyrone; Mary Antoinette McDermott, 1 Camowen

Terrace, Omagh, co Tyrone; Mary Philomena Maguire, Glencowra, Ballinamallard, co Fermanagh; Margaret Josephine O'Neill, 15 Ballykeel Road, Banbridge, co Down, and Katherine Moira Stephenson, 6 Stranmillis Park, Belfast.

■ The final examination results for the degree in pharmacy of the Queen's University of Belfast were: *Second-class honours, first division*: H. M. Bruce, R. Erwin, I. E. Hogg, F. A. Kerr, T. A. Maguire, K. H. McClelland, R. W. McGlaughlin, M. S. McReynolds, R. M. Paisley, L. D. Wilson. *Second-class honours, second division*: H. E. Agnew, W. C. Craig, K. M. Dinsmore, E. P. Doherty, J. G. Fleming, M. C. Halliday, G. D. G. Hewitt, B. M. Kerr, K. Mageean, M. P. Maguire, T. McCaughey, B. T. McGettigan, P. C. P. Slevin, M. B. Trainer, T. A. G. Uprichard, H. F. C. M. Wilson. *Third-class honours*: K. T. Hurl, C. A. Leonard, J. K. Leonard, W. Magee, G. J. Maginn, R. I. Stewart, B. M. P. Trolan. *Pass degree*: J. C. Ball, P. H. Irwin, M. J. O'Neill, M. A. McDermott, K. M. Stephenson ■

US NEWS

A series of patient education aids to proper drug use has been initiated by the United States Pharmaceutical Convention.

"Advice for the Patient" is a lay-language volume of drug use information, designed as a reference book for patients in hospitals, medical offices and pharmacies. The book contains monographs for over 400 generic drug substances or combinations. Each monograph describes the anticipated effects, both good and bad, when and how to take the drug, and precautions in taking it with other drugs and when pregnant and breast-feeding, or old or young.

USPC has also made available a series of brochures of individual drug monographs. Brochures currently available are insulin, glucagon and oral antidiabetic medicines. Both the book and the brochures are abstracted from "USP Dispensing Information," a drug use information handbook, with sections for both the health professional and the consumer. "Advice for the Patient" is \$7.50 from USPC-DID, 12601 Twinbrook Parkway, Rockville, Maryland 20852 ■

10,000 addicts says Minister

"The total number of addicts may be of the order of 10,000, with a further 10,000 habitual users of barbiturates". That Government view of the growing drug abuse problem in Britain was given last week by Mr Patrick Jenkin, Secretary for Social Services, at the annual meeting of Phoenix House, the drug rehabilitation centre in South London.

Considering Britain's relatively "fortunate" position in respect of heroin, Mr Jenkin went on to draw attention to the growth of "something very like drug dependence" derived from drugs legitimately prescribed by doctors.

"In 1978 there were some 30 million prescriptions for benzodiazepines including over 11 million for diazepam of which Valium is the brand leader. It is I am told quite impossible to identify which of these drugs, if any, could in any way be said to account for those people who find themselves in particular situations of drug dependence. What can be said however is that there certainly is a problem to which a good deal more

attention needs to be given."

Mr Jenkin stressed the importance of research to support the professional and voluntary teams helping drug misusers to return to normal social and useful lives in the community.

Perfume death

A verdict of accidental death was recorded on a woman who died from burns after spraying herself with perfume and then lighting a cigarette. The report in the *Daily Mail* went on to say that the coroner in reaching his verdict called on all perfume manufacturers to investigate their products and look into the possibility of having them carry warnings if the contents are flammable.

Mrs Sheila Richards of Preston, Lancashire, died of severe burns in hospital. Forensic scientist Mr Christopher Foulweather said he examined two sprays belonging to Mrs Richards, Just Musk by Lenthéric and Charlie by Revlon, and found them both to have a flammable content comparable with methylated spirit.

ICI staff strike?

Scientific and technical staff of ICI are being urged to strike by union representatives. A "day of action" has been called for July 11 and longer strikes have been threatened at some plants.

The Association of Scientific, Technical and Managerial Staffs and the

white collar section of the Amalgamated Union of Engineering Workers decided last weekend to increase pressure on the company after their rejection of a 16 per cent pay increase made by the company.

This offer follows a 3 per cent rise in January, but the unions say this was part of last year's pay award. The reduction of manual workers' hours, from 40 to 37½ over the next four years, has also created friction. The unions believe this erosion of differentials should be compensated for, possibly by longer holidays.

Manual workers recently accepted the 16 per cent increase coupled with the phased reduction of working hours. ■

WESTMINSTER REPORT

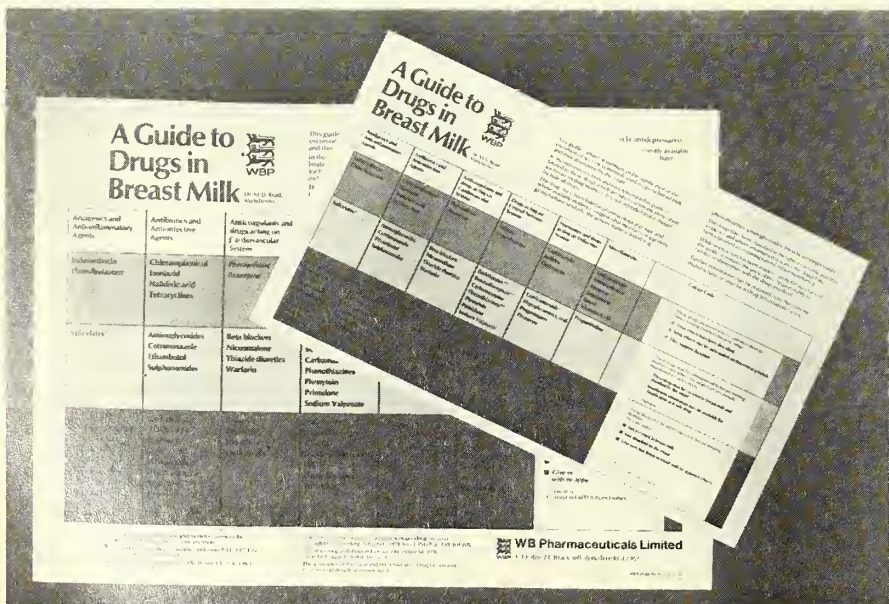
Doctors' writing

Dr Edmund Marshall asked the Secretary for Social Services whether he would take steps to require that on NHS general practitioners' prescriptions "the names of products be either typed or clearly written in block capital letters". Dr Gerald Vaughan, Minister of State, shared Dr Marshall's concern that prescriptions should always be legible, but added: "I do not think that this objective would be furthered by imposing a statutory requirement". ■

Substitution

Comparative costs of generic and branded imipramine, methyldopa and nitrazepam were given by Dr Vaughan in reply to Mr Lewis Carter-Jones. However, the Minister pointed out that the effect of the preparations may vary and said his professional advice was that it may not be desirable in every situation to substitute one preparation for another. "Alternative versions of preparations are not necessarily therapeutically equivalent and cannot automatically be regarded as substitutes." ■

This guide summarises the significance of the excretion in breast milk of over 100 commonly-used drugs. Produced by Dr M. D. Read, senior registrar in obstetrics and gynaecology, with the help of the Trent and West Midlands drug information centres, it will be updated yearly. It is available, free of charge, as a pocket folder or wall chart from WB Pharmaceuticals, PO Box 23, Bracknell, Berks.



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SHOWRAX

Simpler rules for accident reporting

Regulations simplifying and extending the law on notification of accidents and dangerous occurrences at work have been laid before Parliament and are due to come into force on January 1, 1981.

Drawn up by the Health and Safety Commission (HSC) the regulations apply to virtually all work activities and the information collected will help HSC to measure more accurately safety performance, judge trends and formulate policy. The Health and Safety Executive (HSE) will publish guidance on the new regulations later this year.

The effect of the regulations will be to eliminate the present system whereby accidents are required to be notified twice, to different departments on different forms at different times. Notification of accidents which result in employees being absent from work for more than three days will no longer be directly notifiable to HSE; instead, HSE will receive copies of accident reports from the DHSS to whom claims for industrial injury benefit are made. The reporting form has been revised to meet the joint needs of HSE and DHSS.

However, notification in the case of fatal and major injury accidents (as

defined in the Regulations) will have to be given by the quickest practicable means (the telephone in most cases) to HSE or the appropriate enforcing authority to enable any necessary investigations to begin promptly. Written confirmation of such accidents will have to be given within seven days.

Employers will be required to keep records of notifiable accidents and dangerous occurrences and also records of DHSS inquiries about prescribed diseases under the Social Security Act 1975. Direct reporting of fatal and major injury accidents will not be required in the case of the self-employed who are not working under the control of another person; in the case of patients undergoing treatment in a hospital or in the surgery of a doctor or dentist.

Road traffic accidents, in the main, will remain reportable to the police but certain types of accidents arising from work activities on or adjacent to the road will be reportable to HSE.

Fourteen scheduled dangerous occurrences will require to be reported to the HSE wherever they occur. These include serious fires involving electrical failure or ignitions of process materials; escape of significant quantities of highly flammable liquids or toxic substances;

gassing accidents; building or falsework collapses; cases of anthrax and other cases or acute ill health arising from exposure to dangerous pathogens or infected material; accidental explosions of explosives; and the overturning of road tankers containing dangerous chemicals.

Notification of Accidents and Dangerous Occurrences Regulations 1980 (SI 1980: No 804), HM Stationery Office, price £1.25 plus postage. ■

Export opportunities

The opportunities for British exports to Greece, Spain and Portugal are detailed in "Enlargement of the European Community—Greece, Spain, Portugal," published this week by the British Overseas Trade Board.

On January 1 1981, Greece will become the tenth member of the European Community. In addition, negotiations are under way with Spain and Portugal and these countries are likely to accede to the European Community by the mid-1980s. Thus the present Community will be enlarged to become a Community of twelve with an additional 56 million inhabitants.

Copies of the document are available free from BOTB, Publications Distribution Unit, Room 729A, Export House, 50 Ludgate Hill, London EC4. ■

Wilkinson Match

The personal products division of Wilkinson Match—shaving equipment and sunglasses—has continued to lose money for the company, the deficit increasing from £1.17 million in 1979 to £4.07m for the 12 months ended March 31 1980 (second interim statement).

Wilkinson say that the management "has been largely re-organised in order to improve the company's position in markets which remain fiercely competitive". While the company's business has performed well in the Pacific, Latin America and Southern Africa, the

The methanol bottle filling station at James Burrough's new £2m plant on the Eastways Industrial Park in Witham, Essex. Speaking at the opening, Alan Burrough, chairman, said: "The Fine Alcohol Division has increased its turnover by more than 100 per cent in the past five years. We see this new plant as an exciting development in the division's future."



overall poor performance—pretax profits down 21.5 per cent to £7.64m—has been largely blamed on the poor performance of the personal products division in the UK and US.

Group turnover fell to £266.21m (£271.69m) and that for personal products to £41.3m (£45.1m). The directors do not expect an improvement during the current six months, but they expect to see increasing benefits thereafter "from the action that has been taken." The group has changed its financial year end from March 31 to September 31 and the 1979-80 accounting period has therefore been extended to cover 18 months. ■

Midland Bank loans

Loans ranging from £5,000 to £250,000 for up to 10 years are available in the recently instigated Midland Bank "Venture Loan Scheme" designed for Midland's independent business customers.

The scheme is designed to meet the medium term finance needs of sole traders, partnerships, professional practices and incorporated companies and the loans are available for a number of purposes. Interest will be charged at 3 per cent over Midland's base rate regardless of the amount of the loan. The arrangement fee is $\frac{1}{2}$ per cent on the amount of the loan, with a maximum fee of £500.

Repayments will be by equal instalments, "combining the benefit of regular repayment," say Midland, "with a variable true rate of interest charged on the amount actually owing on a daily basis. In this way, borrowers know exactly where they stand from the outset and can budget accordingly." Only in the case of significant fluctuations in base rate will any change in the repayment amount be necessary, but recalculated so future repayments remain equal.

Because of the time that can pass before a major additional asset generates sufficient cash flow to meet capital repayments, it is possible with a Venture Loan to arrange for only the interest to be paid during an initial period of up to 2 years. ■

Briefly

■ **Allphar Services Ltd**, the Irish pharmaceutical agents and distributors,

have moved to a new warehouse and office complex at: 60 Stillorgan Industrial Park, co Dublin; telephone Dublin 952226.

■ **May & Baker Ltd** have started work on a laboratory block at the Ongar Research Station at Fyfield Road, Ongar, Essex. It will cost £290,000.

APPOINTMENTS

■ **May & Baker Ltd**: Mr Eric J. Mackay becomes managing director. He was recently appointed deputy managing director and succeeds Mr Nigel Chancellor who retired last week after 33 years of service.

■ **Glaxo Holdings Ltd**: Mr Simon Davidson is appointed group ethical products marketing co-ordinator from August 1. He is currently managing director Glaxo Nigeria Ltd.

■ **Bristol-Myers Co Ltd**: have appointed two new National Account Managers: Peter Jennions, previously with Fabergé, and Mr Phil Atkins who joins from Chesebrough-Pond's.

■ **Shering-Plough**: Dr Paul Nicholson is appointed area medical research director. Dr Nicholson will be responsible for clinical research in the UK, Eire, Holland and Belgium for new drugs. He is based in Mildenhall, Suffolk at Schering-Plough's UK subsidiary Kirby-Warrick Pharmaceuticals Ltd.

MARKET NEWS

Chemicals erratic

London, July 2: Further price increases in pharmaceutical chemicals have taken place during the past week, yet there was also a number of reductions, mostly in imported chemicals. The slump in orders affecting most parts of the commodity market is now apparent in the pharmaceutical chemical sector with competition from overseas sources being constantly

stepped up. However, not all imported chemicals are lower—saccharin and sulphadiazine are dearer.

Among those marked down are aspirin, sulphathiazole and derivatives, tetracycline, theophylline and caffeine. Hydrogen peroxide and the perborates, heavy carbonate and oxide of magnesium and sodium thiosulphate are dearer.

Petitgrain provided the main feature of the essential oil market during the week, jumping from £7 to £8.20 on news that Paraguay were to restrict sales in an attempt to get better prices for the producers. Eucalyptus was in demand and but for the favourable sterling rate the oil would have shown a rise. Ginger was lower after a period of stability. Mysore made a further reduction in its sandalwood oil floor price.

Pharmaceutical chemicals

Aspirin: Ten-ton lots £1.96 kg; imported from £0.90.
Caffeine: BP anhydrous £5.06 kg in 100-kg lots.
Hydrogen peroxide: 35 per cent £336 metric ton.
Iodine: Resublimed £7.40 kg in 250-kg lots; crude £8 in 500-kg lots.
Magnesium carbonate: BP per metric ton—heavy £740; light £630.
Magnesium oxide: BP per metric ton, heavy £1,800; light £1,720.
Saccharin: BP '73 powder £4 kg; crystals £3.50 for 500 kg lots of imported material.
Sodium perborate: (per 1,000 kg) monohydrate £723; tetrahydrate £430.
Sodium percarbonate: £567 per metric ton.
Sodium thiosulphate: photo grade £216.50 per metric ton; £202 ton in 4-ton lots.
Succinylsulphathiazole: £12.10 kg in 250-kg lots; imported £9.
Sulphadiazine: BP 68 £5.50 kg in 250-kg lots.
Sulphadimidine: £5.50 kg for imported in $\frac{1}{2}$ -ton lots.
Sulphamethizole: £12.04 kg in 1,000 kg lots.
Sulphathiazole: BP 1973, £5.50 kg in $\frac{1}{2}$ -ton lots.
Tetracycline: Hydrochloride £16.50 kg; oxytetracycline £16.50 in 250-500-kg lots.
Theophylline: Anhydrous and hydrous £5.53 kg in 100-kg lots;—ethylene diamine £5.93 kg.

Essential oils

Bois de rose: £7.60 kg spot; £7.60, cif.
Clove: Indonesian leaf £1.60 kg spot; shipment £1.45, cif. English distilled bud £44.
Eucalyptus: Chinese £1.90 kg spot; £1.85, cif.
Petitgrain: Paraguay £8.20 spot and cif.
Peppermint: (kg) Arven's—Brazilian £4.50 spot; £4.40, cif. Chinese £2.90 spot; £2.78, cif. Piperita American Far West £13.50 spot.
Ginger: Chinese £31 kg spot; £27.50, cif. English distilled (W. African root) £95; (Indian) £50.
Sandalwood: Mysore £57.50 kg spot; £54, cif. East Indian £45 spot.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Tuesday, July 8

Galen Group, Friends Meeting House, Park Lane, Croydon, at 8 pm. Mrs Muriel Huitson on "Benefactors of Croydon".

Friday, July 13

Royal Society of Health, Public Health Laboratory Service, 61 Colindale Avenue, London NW9. Visit to the Communicable Disease Surveillance Centre at the above address.



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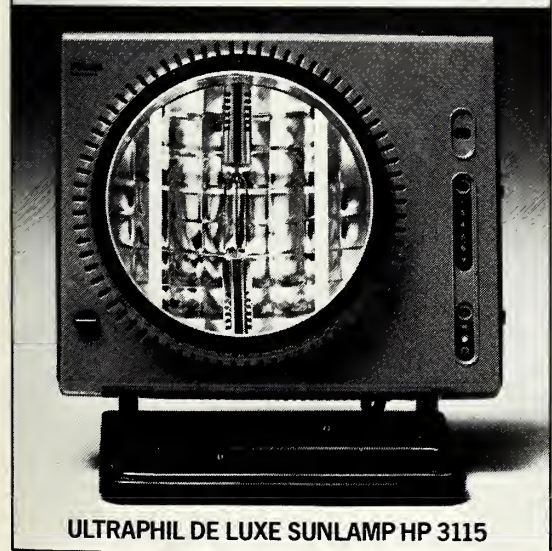
CHRISTMAS GIFTS

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When your customers don't have time for endless trips to the hairdresser, you can offer them a choice of five lightweight hairdriers, like the new One Thousand illustrated here.

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Nicholas-Number 1 at bathtime

But once a year...

Christmas comes but once a year we were all led to believe when we were children, yet for those involved in the promotion of goods popular during the festive season, Christmas is an all year round occasion.

EVEN now, as you read this, four Christmas gift trade fairs have been completed and the fifth is imminent.

Reputed to be a time of giving, as we all know to our cost, it is the period in which purchases of toiletries and fragrances rises dramatically—especially in the last two weeks before Christmas when a rapid turnover is the result of

last minute “panic” buying.

Although advisable to stock up early the vast choice available means that decisions on economic grounds have to be made by each individual retailer.

Novelties, an annual favourite at Yuletide, again feature strongly, various ranges being designed to coincide with television and film promotions and there are, of course, the usual old

favourites among the characters.

Male fragrances, too, are growing in popularity in what is becoming a very competitive market. The time honoured favourite from Shulton, Old Spice, appearing this Christmas with new packaging, not too far removed from the old style, is intended to appeal to the up-and-coming generation.

As always there is an abundance of fragrances and toiletries for women with such wide ranging prices that all tastes and purses are catered for. Yet this year, with pressure on both POS and shelf space, there is more than the usual competition, and with the cosmetics and toiletries business in recession the emphasis is placed on packaging to capture both the attention and the festive spirit.

This supplement comprises a selection of the products available and is hoped to be a useful guide to the market.

ELECTRICALS

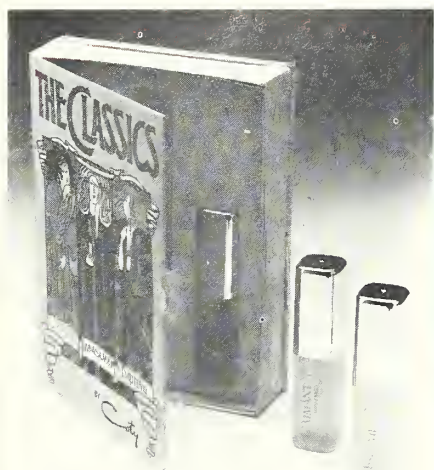


Electrical goods are popular gifts at Christmas and there is a wide range from which to choose.

The Philips Ladyshave Cordless, HP 2207 (5), in mushroom and maroon is supplied in a storage cassette with transparent front. The Philishave 1000 hairdryer, HP 4225 (1), is styled in white with black trim and has the option of two drying speeds.

Braun's selection of goods includes the Braun Sprint (2), a battery powered shaver with its own travelling case, and the Braun Roundstyler Cool Curl RS 67K (4) which incorporates a cool-curl setting and comes with five attachments. Finally from the Ronson collection there is the RS 85 Spirotechnic (3).

COSMETICS & TOILETRIES



Beecham, Scott & Bowne anticipate a seasonal demand for the recently launched Jovan fragrance (2) for which there will be a selection of three gift packs. Musk Oil for women will be available in a coffret (£5.40) comprising perfume plus cologne concentrate spray. Coffrets for men are aftershave/cologne and shaving cream (£6.75) and aftershave/cologne with antiperspirant deodorant (£4.95). A £500,000 spend

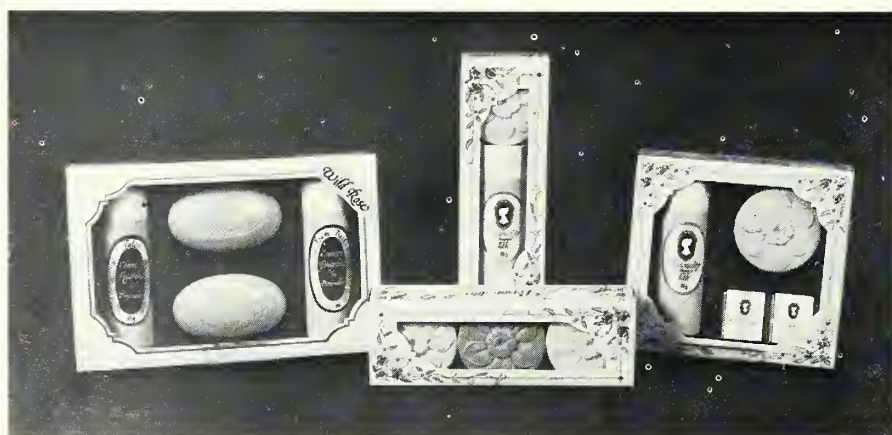
on television commercials will break in the pre-Christmas period for both Jovan products.

Seasonal wrapping of holly and candle motifs will be available on a selection of Yardley standard line soap tale and hand creams in the lower price

fragrance ranges (4) and miniature cologne sprays of Chique, Intrigue and Laughter (£1.75)—all available in red felt pouches to hang on the Christmas tree.

Nine of the most popular products in the Tabu range (5) will also be available in Christmas wrapping of silver boxes with a white snowflake motif in the lower right hand corner.

Other suggestions for Christmas are the Personality range of toiletries (3) and the Coty Christmas Classics (1) of 13g eau de toilette sprays in L'Aimant, Masumi and Imprevu.



STEINHARD BONUS OFFER!

FROM NOW UNTIL THE 31st JULY 1980
WE ARE OFFERING A SPECIAL

3 FOR 3 BONUS

ON THE PRODUCTS IN BOXES

PRODUCT		PACK	PRICE PACK	QUANTITY REQUIRED
ACETAZOLAMIDE TABLETS BP	250 MG	50	£1.70	x 50
		500	£13.87	x 500
AMINOPHYLLINE TABLETS BP	100 MG	500	£1.25	x 500
AMITRIPTYLINE TABLETS BP	10 MG	1000	£4.90	x 1000
	25 MG	1000	£9.50	x 1000
AMPICILLIN CAPSULES BP	250 MG	500	£13.90	x 500
	500 MG	250	£13.90	x 250
ASCORBIC ACID TABLETS BP	50 MG	100	£0.30	x 100
	100 MG	100	£0.40	x 100
	200 MG	100	£0.65	x 100
	500 MG	100	£1.20	x 100
ASPIRIN TABLETS BP	300 MG	100	£0.25	x 100
ASPIRIN & CODEINE TABLETS BP		25	£0.33	x 25
		50	£0.52	x 50
		100	£0.92	x 100
BENDROFLUAZIDE TABLETS BP	2.5 MG	100	£0.35	x 100
		1000	£3.00	x 1000
	5 MG	100	£0.45	x 100
		1000	£4.25	x 1000
BENZHEXOL TABLETS BP	2 MG	100	£0.60	x 100
		1000	£5.45	x 1000
	5 MG	100	£1.20	x 100
		1000	£10.95	x 1000
CHLORPHENIRAMINE TABLETS BP	4 MG	50	£0.20	x 50
		500	£1.85	x 500
CHLORPROMAZINE TABLETS BP	25 MG	500	£1.45	x 500
	50 MG	500	£2.70	x 500
	100 MG	500	£4.40	x 500
CHLORPROPAMIDE TABLETS BP	100 MG	250	£1.50	x 250
	250 MG	500	£11.00	x 500
CODEINE PHOSPHATE TABLETS BP	15 MG	100	£1.50	x 100
		250	£3.75	x 250
		500	£7.50	x 500
CODEINE PHOSPHATE TABLETS BP	30 MG	100	£2.60	x 100
		250	£6.50	x 250
		500	£12.50	x 500
		1000	£25.80	x 1000
CODEINE PHOSPHATE TABLETS BP	60 MG	100	£5.20	x 100
		250	£13.00	x 250
		500	£25.90	x 500
DIAZEPAM TABLETS BP	2 MG	500	£1.75	x 500
		1000	£3.50	x 1000
	5 MG	500	£2.25	x 500
		1000	£4.50	x 1000
	10 MG	500	£4.00	x 500
EPHEDRINE TABLETS BP	30 MG	1000	£1.50	x 1000
FERROUS GLUCONATE TABLETS BP	300 MG	1000	£2.60	x 1000
		5000	£12.60	x 5000
FOLIC ACID TABLETS BP	5 MG	500	£0.90	x 500
		1000	£1.75	x 1000
FRUSEMIDE TABLETS BP	20 MG	1000	£11.50	x 1000
	40 MG	1000	£14.00	x 1000

PRODUCT		PACK	PRICE PACK	QUANTITY REQUIRED
HALOPERIDOL TABLETS BP	0.5 MG	100	£1.15	x 100
		1000	£10.70	x 1000
	1.5 MG	100	£1.95	x 100
		1000	£18.50	x 1000
	5 MG	100	£5.15	x 100
		1000	£50.75	x 1000
	10 MG	100	£10.00	x 100
		1000	£99.50	x 1000
HYDROCHLOROTHIAZIDE TABLETS BP	25 MG	1000	£2.40	x 1000
IMIPRAMINE TABLETS BP	25 MG	1000	£2.40	x 1000
		5000	£12.00	x 5000
INDOMETHACIN CAPSULES BP	25 MG	500	£14.40	x 500
	50 MG	100	£5.50	x 100
ISONIAZID TABLETS BP	50 MG	1000	£2.40	x 1000
METHYLDOPA TABLETS BP	250 MG	1000	£27.50	x 1000
	500 MG	500	£27.50	x 500
METRONIDAZOLE TABLETS BP	200 MG	21	£0.65	x 21
		250	£6.50	x 250
NICOTINAMIDE TABLETS BP	50 MG	1000	£1.50	x 1000
NICOTINIC ACID TABLETS BP	50 MG	1000	£1.50	x 1000
NITRAZEPAM TABLETS BP	5 MG	500	£3.95	x 500
NITROFURANTOIN TABLETS BP	50 MG	1000	£7.12	x 1000
OXYTETRACYCLINE TABLETS BP	250 MG	1000	£8.70	x 1000
PARACETAMOL TABLETS BP	500 MG	50	£0.25	x 50
		100	£0.40	x 100
		1000	£3.50	x 1000
		5000	£16.95	x 5000
PENICILLIN V-K TABLETS BP	250 MG	1000	£10.95	x 1000
PHENYLBUTAZONE TABLETS BP	100 MG	1000	£2.50	x 1000
	200 MG	1000	£4.75	x 1000
PREDNISOLONE TABLETS BP	5 MG	500	£2.75	x 500
PREDNISON TABLETS BP	5 MG	500	£2.75	x 500
PROMETHAZINE HCL TABLETS BP	25 MG	1000	£3.00	x 1000
PROPANTHELINE TABLETS BP	15 MG	1000	£3.40	x 1000
QUINIDINE SULPHATE TABLETS BP	200 MG	100	£4.85	x 100
		250	£11.90	x 250
		500	£23.65	x 500
QUININE BISULPHATE TABLETS BP	300 MG	500	£22.00	x 500
QUININE SULPHATE TABLETS BP	300 MG	100	£4.50	x 100
		250	£11.50	x 250
		500	£22.00	x 500
		1000	£43.50	x 1000
SOLUBLE ASPIRIN TABLETS BP	300 MG	50	£0.22	x 50
		100	£0.35	x 100
TETRACYCLINE TABLETS BP	250 MG	1000	£9.35	x 1000
TOLBUTAMIDE TABLETS BP	500 MG	500	£5.00	x 500

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0	£1.00	£5.50	£5.00
1	£0.95	£5.00	£4.50
2	£0.90	£4.50	£4.00
3	£0.85	£4.00	£3.50
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COSMETICS & TOILETRIES



a drawing of the Oil of Ulay rose will be available with any Oil of Ulay purchase.

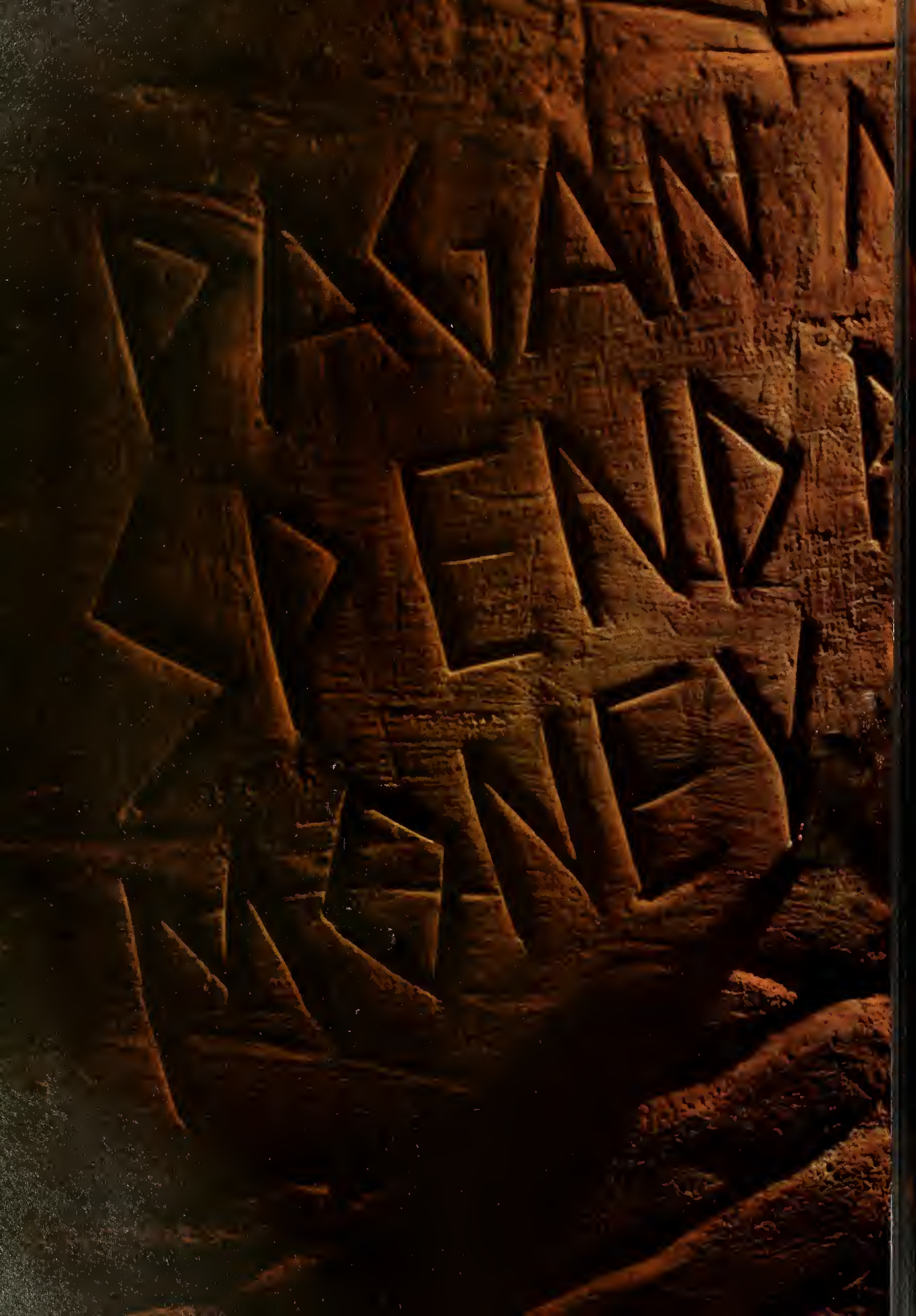
Following the launch last year of English Country soaps, Colson & Kay have added a new range of bath toiletries (2). Set amongst Victorian wash stands, basins and ewers, lace mop caps and cascades of roses. Shepherd's Heath English Country Bath Pleasures were first unveiled at this year's International Spring Fair at Birmingham. The range includes

luxury soaps, talcum powder, foaming bath gel and hand and body lotion in new single note fragrances (£1.95-£2.65).

The 1980 collection of Christmas gift sets from Cussons UK is smaller than in previous years and, the company says, better. In recent years they feel the trend has been for ever bigger ranges of Christmas lines, plus increasingly elaborate presentations which leads to confusion for the customer. In line with this policy Cussons have a range of four Imperial Leather ladies gift sets (1) packaged in woodland snow scene presentations comprising talc and two soaps, four bath cubes and two soaps and talc soap and four bath cubes (£0.99-£1.99). Finally there is the Yardley Christmas Gift Sets for Intrigue (4) comprising talc and cologne spray (£7.15).

Special Christmas greetings will be on packs of Oil of Ulay for the festive season (3) and there are two special gift ideas. The first is a Christmas gift pack containing a 250ml Oil of Ulay and a complimentary dress rose (£2.75) and for the second, three notelets with







£450,000 to be exact. On a national TV campaign breaking this October, after a highly successful test market last year.

Pagan Man will hit the big time in mens' fragrances with a commercial using the theme "There's a bit of the Pagan in every Man", as well as superb coffret sets, special gift lines and exciting displays.

Pagan Man is perfect for Christmas.

So start stocking now. Because with all this activity, everyone's going to know about Pagan Man.

Even if they live in a cave.



Beecham Scott & Bowne.
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COSMETICS & TOILETRIES



Attractive packaging for Max Factor make-up (2) are offered as a Christmas suggestion by the company. Eye box, Face box, Make-up to Christmas, Perfect touch for Christmas and Slimline colours (£2.15-£5.60) have a combination of products and colours.

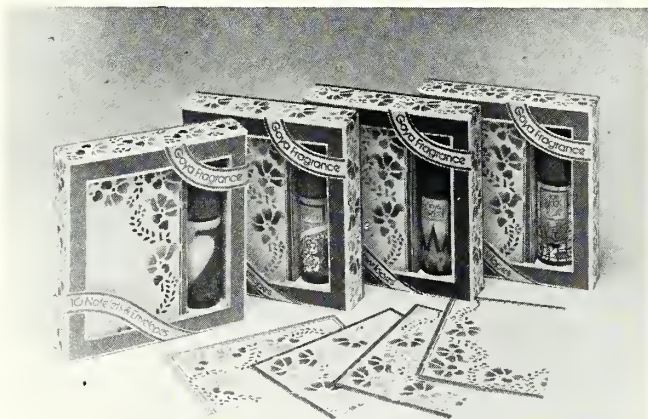
Packaging from Goya International

this year put the emphasis on open fronted gift boxes for display purposes and a fragrance and stationery set is new this year to the Classic range.

The pack (5) contains a 27g bottle fragrance spray with 10 notelets and envelopes.

Five gift sets of Essence Rare (1) will be available at Christmas and there will be a new combination of eau de toilette spray, body fragrance and talc (£8.95). Houbigant are the suppliers of these sets (£6.50-£12.00).

Four of the most popular 4711 lines (3&4), the minispray aerosol, watch bottle and 50ml Molanus bottle will be available again this year (£0.59-£3.95) and under the Potter & Moore banner (6) there will be a new Old England range of soaps, bath oils, pot pourri, bath oil crystals and dusting powder (£0.59-£1.75).



COSMETICS & TOILETRIES



1



2



Christmas range will feature eau de toilette and spray, perfume metered mist, talc, foam bath, bath oil and dusting powder drum (£1.95-£3.85).

Christmas brings two Fenjal gift sets (4) one with a Wedgewood dish, 98ml Classic creme bath and soap (£7.59) and the other a 42ml Classic creme bath with soap (£2.45).

Elizabeth Arden suggest a Christmas treat could be their Blue Grass jewel box (5) comprising flower mist,

perfumair, dusting powder, bath soap and hand lotion (£24.00) and

Houbigant (3) have added a new gift set (£5.80) comprising talc and eau de toilette spray incorporating a decorative feather to the Quelques Fleurs range. A further example from Cussons shows two Imperial Leather ladies gift sets (6), part of their "compact collection" (see also p5).

Winning colours are how Innoxa's 1980 Christmas packaging is described. The first, a gleaming metallic bronze foil, is a new choice for the Gingham fragrance range (2). Individual gift wrapping will again be featured and every gift package will be trimmed with amber ribbons and bows. The Gingham range will feature toilet water and aerosol, perfume metered mist and refill, bath dusting powder and foam bath (£2.05-£3.50).

Midnight (1) a fragrance which transferred to the Innoxa brand last year will be individually gift wrapped in a combination of shiny silver foil paper with blue ribbon trims. The



6

3



4



5



Get Christmas off on the



You'll find stocking Cussons 1980 Christmas range more profitable than ever because it's more compact. Meaning that it's easier to stock, easier to distribute and easier to display.

Which brings us to your customers.

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ghter, more attractive displays, they'll buy even more.

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Christmas stocking off on the right foot with the
complete Cussons range.

You'll have none left
y Christmas Day.

Cussons

COSMETICS & TOILETRIES



1



2

Nicholas Laboratories, believing it makes no sense for popular all-year brands to be forgotten at Christmas, are to gift pack their leading toiletry products (6) of Radox bath salts, herbal bath, Showerfresh and Matey in coffrets.

For Badedas (5), a horse chestnut design is the Christmas gift packaging theme for the six item range and the new gift coffrets (£2.99-£3.25).

Charlie gift sets (1) this year will include the new bath and body line launched earlier this year and for

Gemnesse (2) a Christmas suggestion is their eye colour palette (£9.75) or their bath sets (£9.75-£26.50).

The Chique Christmas gift sets (3) comprise talc and cologne spray (£7.15) and soaps (£3.45) and from Hartnell (4) the brown presentation "In Love" coffrets will be available (£3.48-£20.90) —the repackaged range will include two coffrets with lace trimmed handkerchiefs.

3



4



5



6

COSMETICS & TOILETRIES



Two Kiku duos are part of the Fabergé Christmas offering (1) comprising foam bath and talc shaker (£2.25) and spray cologne and talc shaker (£2.50).

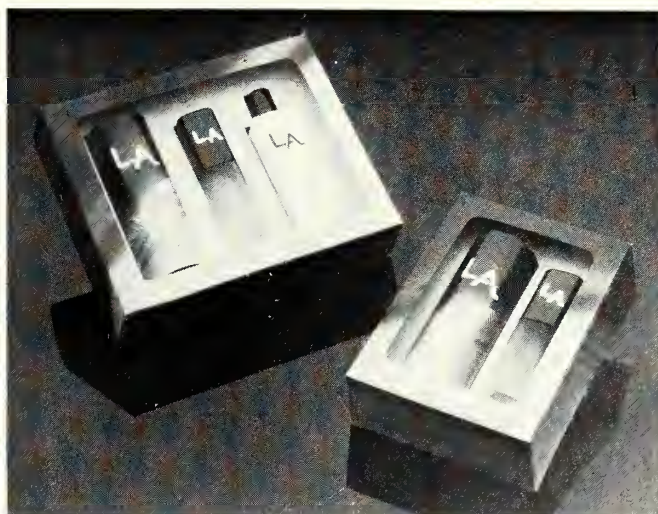
From Leichner (2) there are two of their black boxes, the first Double Dazzle holds four miniature pots of Body Dazzle and four of the most popular shades of Razzle Dazzle eye make-up (£6.50). The Leichner box of tricks is made up of twelve pressed powder eye shadows (£4.20).

Two new Pot-Pourri fragrances—
4 Victorian Spice and Royal Rose are
additions to the Taylor of London

collection (3) (1oz, £1.95, 2oz, £3.10). Also available will be a Lavender talcum powder drum (100g, £1.35) and a repackaged bath oil (1oz, £2.85).

Goya (4) will have available a Christmas merchandiser for their four Classic fragrance (£1.05) which are presented in Teddy Bear outers, and from Revlon there are new sets of Jontue favourites (5).

Finally the recently launched L.A. fragrance from Max Factor (6) will be available in gift sets (£5.25-£6.95).





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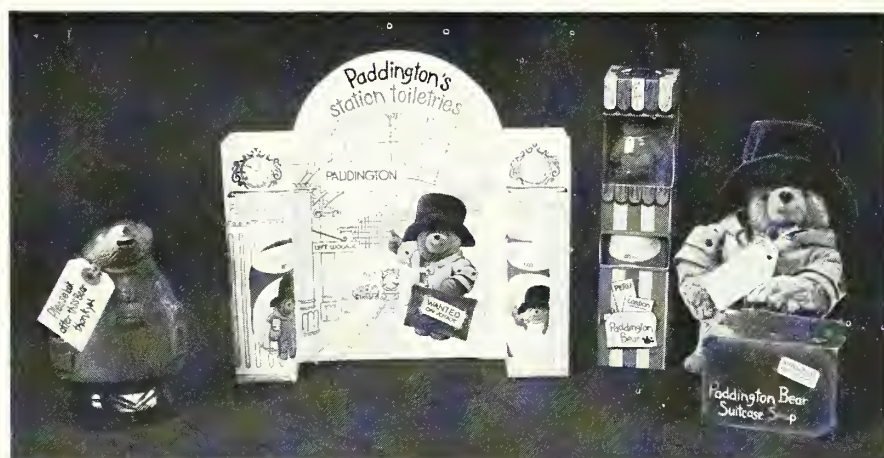
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Jovan Musk Oil, a powerful way to release your customers animal instincts.



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NOVELTIES



Christmas is a time for the kids and Norton (2) are riding the Peanuts popularity wave with their range of Snoopy soaps which includes two new lines—Snoopy "Flying Ace" soap and Tea Rose perfume pack.

Other novelties are Paddington Bear (3) from Richards & Appleby with a

new line soap in a suitcase (£0.69) and the fairytale favourite Hansel & Gretel (6) in a 200ml foam bath presentation (£1.70) from Goya which includes three finger puppets, the pack of which can be turned into a theatre. Special mention in the Jean Sorelle collection goes to the Black Hole (4) merchandise

based on the Disney space film and to the colourful Worzel Gummidge (5) collection of character soaps (£0.75) which coincides with a new television series due to run up to Christmas.

Desperate Dan (1) makes his first appearance this Christmas for Fassett & Johnson in a bubble bath presentation (1000cc, £1.25). A talc (250g, £0.99) and cow-pie soap will also be available.



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3

3

3

4



Another suggestion for Christmas is the Pagan Man range (4) which comes in a display unit holding 12 assorted gift packs (£1.70-£4.95) and the Pino Silvestre range (5) coming in glass bottles resembling fir cones.

As part of their Christmas offering, Noir (7) have available a range of Night Owl soaps (150g, £3.00).

Finally, newly signed up for Fabergé, Kevin Keegan has put his name to Keegan's Kicker (6), a soap-on-a-rope in the shape of a football boot, which joins Enry's 'Ammer (both 9oz, £2.25).





▲ 7

8 ▼



Key to manufacturers

4711, Cologne Perfumery Ltd, Telford Road, Basingstoke, Hants; **Braun Electric (UK) Ltd**, Dolphin Estate, Windmill Hill, Sunbury-on-Thames, Middlesex; **Beecham Proprietaries**, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD; **Bellair Cosmetics Ltd**, New Road, Winsford, Cheshire; **Thomas Christy Ltd**, North Lane, Aldershot, Hants; **Colson & Kay Ltd**, 5 Edgeley Road Trading Estate, Stockport SK3 0XB; **Cussons Sons & Co**, Kersal Vale, Manchester M7 0GL; **Dana Perfumes Ltd**, 7 Conduit Street, London W1R 9TG; **Elizabeth Arden Ltd**, 20 New Bond Street, London W1A 2AE; **Elida Gibbs Ltd**, PO Box 1D7, Portman Square, London W1A 1DY; **Faberge Inc**, Ridgeway, Iver, Bucks SL0 9JG; **Fassett & Johnson Ltd**, New Road, Winsford, Cheshire CW7 2NX; **Goya International Ltd**, 161 New Bond Street, London W1Y 1Q1N; **Norman Hartnell Ltd**, 26 Bruton Street, London W1X 8DD; **Houbigant Ltd**, Balcombe Road, Horley, Surrey; **Innox Ltd**, 202 Terminus Road, Eastbourne, East Sussex; **Max Factor Ltd**, 16 Old Bond Street, London W1X 4BP; **Nicholas Laboratories Ltd**, 225 Bath Road, Slough, Berks SL1 4AV; **Norton of London Ltd**, 155 Merton Road, London SW18 5EG; **Parfums Roberre Ltd**, 44 Portman Square, London W1A 1DY; **Philips Electrical Ltd**, Mullard Mitcham, New Road, Mitcham, Surrey CR4 4XY; **Revlon**, 86 Brook Street, London W1Y 2BA; **Richards & Appleby Ltd**, Gerrard Place, East Gillisbrands, Skelmersdale; Lancs WN8 9SV; **Richardson Merrell Ltd**, 20 Queensmere, Slough, Berks SL1 1YY; **Ronson Products Ltd**, Randalls Road, Leatherhead, Surrey; **Helena Rubinstein Ltd**, 76 Oxford Street London W1A 1EN; **Shulton (GB) Ltd**, 100 Brompton Road, London SW3 1EW; **Jean Sorelle Ltd**, Lincoln Road, Werrington, Peterborough PE4 6LB; **Taylor of London**, The Dean, Alresford, Hants; **Yardley of London**, Miles Grey Road, Basildon, Essex.

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